

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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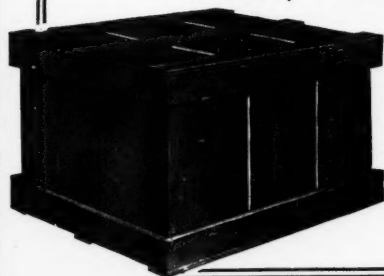
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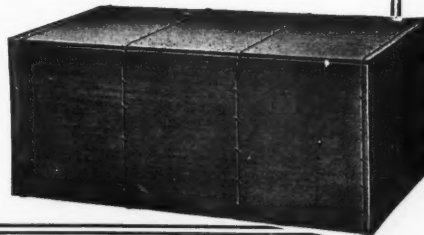
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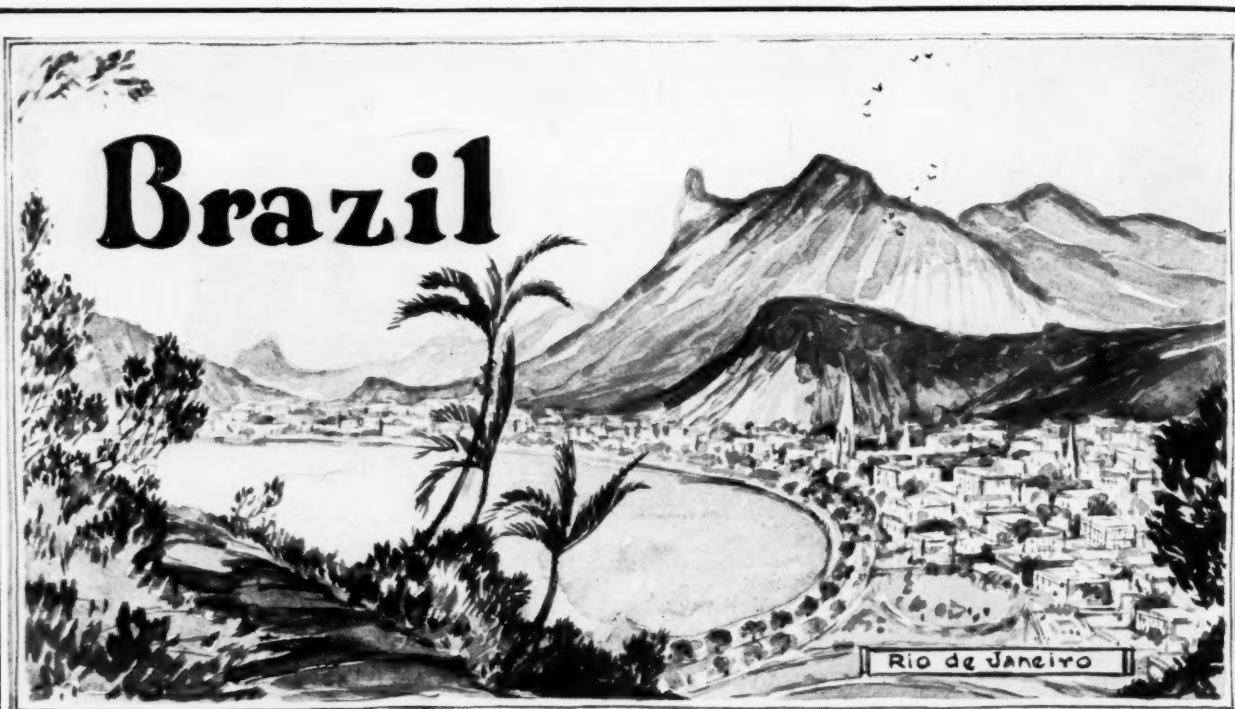
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Occupying a large part of South America, Brazil is one of the largest countries in the world. Along the coast there are a number of large cities, Rio de Janeiro being a very beautiful city, with a population of more than a million.

Like most of the South American countries, Brazil has extensive cattle ranches. A large proportion of the cattle is a cross between the Asiatic Zebu and the Hereford type. This breed was developed to combat the Texas tick which was especially troublesome in Brazil.

For many years, zarque (jerked beef) has been one of the principal meat foods of the natives, but this is now being largely superseded by fresh beef. There are a number of large, modern packing plants in the country, many of them equipped with Brecht beef killing equipment. This equipment has given satisfaction wherever cattle are slaughtered. The Brecht Company is always pleased to offer you expert advice concerning beef killing or other packing house equipment.

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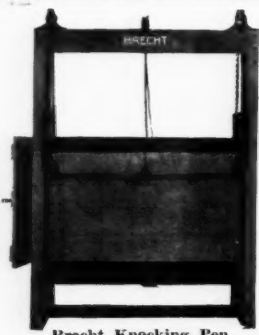


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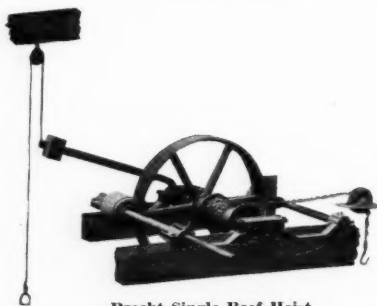
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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No. 12.

Some Wastes in Packing House Operation

Leaks Which the Mechanical Department Cannot Control But Which are Up to the Superintendent — Coal and Steam Waste

While packers are discussing among themselves their mistakes in buying and their mistakes in selling, there is a third corner to this packers' triangle—production.

You may buy your hogs right, and you may even sell the product right (which seems to be in doubt just now).

But if you do not operate your plant efficiently and economically, you may lose at the bung-hole what you saved at the spigot. Economical plant operation is fundamental.

The stopping of wastes in packinghouse operation alone may mean the difference between profit and loss. This is regardless of product.

Most wastes in operation go back to the coal pile. In the past year or two THE NATIONAL PROVISIONER has published numerous articles, statistics and tests on coal wastes and fuel economies.

Right now THE NATIONAL PROVISIONER is running a series of articles on "Temperature Control in the Meat Plant"

which have to do with operating waste as well as product losses.

Take one fuel waste alone—packers who cook, render and do other process work with live steam waste untold dollars every year!

Why generate a lot of steam for processing at big coal expense, let it escape into the air, and then go outside and buy electric power to run your plant?

Engines and boilers don't have to be big to get results in saving heat and fuel. **Where heat is used in the plant, power should cost nothing!**

The mechanical department of a packinghouse is something that doesn't exist in many plants. Many packers regard it as an unnecessary expense.

Read what a packinghouse master mechanic tells here about some of these wastes and savings, and you will see that the mechanical department may be made a big profit-producer.

Heat and Fuel Wastes

By HAROLD M. TOOMBS

In a previous article the possible savings in the power plant of the packinghouse were discussed. Attention was called to the particular points which must be closely watched in order to get a minimum operating cost—a cost which is no mean percentage of that of the final product.

Conditions in the packing plant, outside of the power house, vitally affect its operation. This leads to a review of the closely-related factors not directly under the control of the mechanical department.

Many of these matters are purely technical, seldom understood except by the engineer or man who has specialized in the mechanical end of plant operation.

On the other hand, there are some evident violations which, if curbed, result in tremendous savings in operating expenses. A correct analysis of many situations now in the hands of operating men would disclose economic possibilities little short of startling.

Pays for Itself Many Times Over.

The maintenance of a mechanical department, including machinists, steam-fitters, electricians and allied trades, is frequently considered an overhead expense, a

necessary evil, which quickly eats up the profits.

This attitude is entirely wrong. The mechanical department, like any other, can be made to pay for itself many times over, providing it is properly organized. There are so many ways in which it may prove its worth that they are too numerous to mention.

Points for the Boss!

Did you ever stop to think that

When you burn coal, 60 per cent makes steam, and 40 per cent goes up the chimney?

Of the steam your engine generates, 80 to 85 per cent is cooled and thrown away?

When you use live steam for heating water, etc., you waste 100 lbs. of coal per hour for every 3/4-in. pipe at 100 lbs. pressure that you blow into the air.

Where heat is used, your power should cost you nothing. Use exhaust steam.

The wise boss keeps his eye on his coal pile!

Wastes occur everywhere, and stopping them spells the difference between profit and loss. Sometimes they are so common that long ago they became an accepted fact.

A continuous crusade against waste must be made, if it is to be stopped, even if serious pressure has to be brought to bear on some departments to get the results desired.

Back to the Coal Pile.

The large majority of wastes go back to the coal pile. Here is a supply absolutely vital to the operation of the packinghouse. It runs into millions of tons annually. Its cost has tripled that of a few years ago. And we burn it up continuously in the most reckless manner!

It is handled by one of the poorest paid classes of labor in the packinghouse. They perform their duty splendidly in burning it up, day in and day out.

As long as "steam is up," the average superintendent assumes that the department is "doing fine!" Operating records are not closely analyzed, except the number of men in the department and the total amount of the payroll.

As long as "things run," nothing is heard from the higher-ups about it. The plant is supposed to produce. Never mind

the cost of these services, if the "super" is satisfied.

(EDITOR'S NOTE—Attention is called at this point to the facts on "Labor Costs in the Packing Industry," published in a recent issue of THE NATIONAL PROVISIONER.)

Coal and Steam Wasted.

Sixty per cent of the fuel that is burned is converted into heat (steam); 40 per cent is lost going up the stack or into the ashpit, etc.

From 80 to 85 per cent of the steam entering the throttle of the turbine or engine (even the most economical of our engines) is cooled off with water and thrown away. In other words, the steam engine, regardless of its size, takes less than 20 per cent of the heat from the steam, without producing electrical or mechanical power.

This represents to a large degree the enormous amount of exhaust steam shooting skyward, often enveloping the packing plant in a cloud. In its use are opportunities for effecting the saving of the largest percentage of fuel.

Exhaust Steam for Processing.

Just run over the enormous amount of process work done in your plant with live steam; that is, pressures over five pounds. And yet **one pound of steam at 150 pounds pressure, containing 1,195 heat units, has only about 4 per cent more heat than the same quantity of steam at 5 pounds pressure.**

Heating (process work such as cooking,

rendering, etc.) with live steam costs the packers thousands of dollars every year by failing to pass this steam through power-producing engines and utilizing the exhaust. By not doing this 75 per cent of the heat from the fuel is lost.

If you can utilize this exhaust steam, it is a mistake to shut down a generating unit and purchase outside power from a central station.

Steam used for process work should flow from the generating engine. By the ultimate consumption of the exhaust steam the small plant can be operated more economically than the large central station units.

We must forget the idea that engines or boilers have to be big to accomplish results in conserving heat and fuel.

Coal and Oil Used by Packers.

The packing plants of the United States consumed over 4,000,000 tons of coal and 1,900,000 barrels of oil in 1921.

We do not know how much or what percentage of the coal now used in the industry is required for heating, nor how much for power. But we do know in many plants the power is purely a by-product of the heating operations, and requires a negligible amount of coal in its making, when both heat and power are produced in the same plant.

The cost of power thus produced is practically nothing. Such plants have a perfect heat balance the year around.

It is a wise superintendent that keeps his eye on the little old coal pile.

Engine Room vs. Boiler Room.

Economy in the boiler and engine room will reflect the condition of the whole plant.

About three-quarters of the engine rooms in the packinghouse are fairly well kept up. The brass is shined, floors swept, and there is a certain amount of neatness. The superintendent will often drop in here.

But step out into the boiler room. The contrast is marked. Often it is a dark, grimy hole. Air conditions are abominable. Dust and dirt are everywhere. The equipment is arranged so that it looks as though it had been shot from a gun.

Saving the Exhaust Steam.

The more varied uses a plant has for steam, the more opportunities there are for waste, and the more waste is allowed to occur.

The exhaust from such units as heating coils is often piped directly into the nearest sewer. This is bad practice. They should always be trapped, and the condensate returned to the boiler room, where it may again be fed to the boilers.

Such water is pure and entirely free from the ingredients that produce scale. Scale in boilers increases the amount of coal burned.

Traps must be inspected at regular intervals, to determine if they are working properly. A trap which allows steam to blow through it causes a big loss, as little or no heat of the steam is being utilized.

Traps working in conjunction with power engines or large steam headers must be given special attention. Many a serious accident has been caused by failure of the trap to remove the condensed steam properly.

Wherever there is a trap, do not neglect it. Otherwise it will be an item of expense.

Economies in Boiler Feed Water.

The feed water for the boilers should be as hot as possible. A portion of the exhaust steam passing through it will raise the temperature of the feed water to at least 212 degrees before pumping it into the boilers. The feed water heater makes an excellent receiver for condensate from the traps.

Feed water heated to 212 degrees before entering the boiler will result in a fuel saving of 8 per cent, when operating at 130 pounds, over feed water taken directly from the city main.

If you are on the lookout for economies like these, the profits will take care of themselves.

Heating Water With Waste Steam.

Another common fallacy is that of heating service supplies with live steam. Water can be equally as well heated with low-pressure steam.

It is a common occurrence to see barrels, tanks and vats of water with a live steam line dropping into each for heating the water. Also cold water with live steam make-ups.

(Continued on page 27.)



THE STORY IN A PICTURE.

Is "Sell Right" the Packer's Solution?

**The "Ayes" Seem to Have It —
Packer, Sales Manager and Salesman
Join in the Chorus of Discussion**

The question of "Packer Salesmanship" has taken the center of the stage in the debate on "What's the Matter with the Packing Business?"

Last week's issue of THE NATIONAL PROVISIONER, with its frank statement of the situation, and the comments of many packers, big and little, started the ball rolling again.

For some time THE NATIONAL PROVISIONER has been planning the establishment of a "Salesmanship" department.

This is a good time to start it. Its contents will interest packer, sales manager and salesman alike.

Its doors are open for a free discussion. Let the criticism be constructive — not mere fault-finding.

And let every critic be prepared to take his own medicine. That "All but Me" fellow should be the only one of his kind!

Shoot!

Executive Should Get Posted

By a Sales Manager.

We believe that every sales manager who has given the distribution of packing-house products, or in fact any other line, the benefit of ideas brought about by the study which is necessary in solving the many problems that we come in contact with (the principal one being the stabilization of prices) has realized that a portion of his real trouble comes from lack of knowledge on the part of the chief officials of the various organizations.

In giving instructions or criticizing the sales department in the distribution of their products, these officials have not taken into consideration the necessity of keeping a little more in touch with actual conditions, and more in sympathy with the ideas of the party responsible for same.

Troubles of a Salesman.

It is the writer's opinion that the troubles of a salesman in reporting the actions of competitors (which all sales departments have to contend with) are not as hard to overcome as the desires of the officials who use this influence referred to without the necessary knowledge of the real facts.

The chief difficulties which prevent the stabilization of prices in all markets are due chiefly to the lack of desire on the part of the majority of chief officials of the various firms to give up something to bring about a better equalization of distribution and stabilization of prices.

In order to bring about conditions of this kind as successfully as they should be, it would mean that some of our chief officials would have to have the same knowledge of the distribution of their products as their sales manager has, or at least be more in sympathy with his ideas.

Spreading False Information.

The advantages to the retailer who uses the methods mentioned (and there are very many of them) in giving out information to salesmen which is not entirely correct, and who profits on account of

the propaganda that he has distributed, does not mean that he is giving up the advantage gained in this way, in his buying price to the consumer.

It only means additional profit over and above a normal and just profit to the retailer himself. Consequently there are no advantages to the producer or to the consumer; which makes it very necessary that all sales departments guard against the actions of the parties who use these methods in gaining their point.

Changes Are Taking Place.

We believe that a gradual change is taking place along these lines in all sales departments, and that improvement will be shown each year, and that these changes will meet with the success that only can be brought about by the efficiency of the sales departments and the gradual breaking-down of outside influences that are detrimental to the interests of the producer.

There is no doubt that any sales department which has not recognized the necessity of these changes is not operating as successfully as it should. A continuation of the old policy will not make the returns to the investor that the market entitles him to; nor will it show the improvement that it is possible to make over past operations.

Want Salesmen to Read It

By a Progressive Packer.

After reading the article entitled "Is 'Sell Right' the Packer's Solution," published in THE NATIONAL PROVISIONER of March 15, we have come to the conclusion that it would be an excellent idea to give each member of our sales organization an opportunity to peruse the subject matter.

We do not know whether or not you have any reprints of pages 23, 24 and 25 available, but if you have, we would like very much to secure fifty copies.

(EDITOR'S NOTE—Since this packer's letter arrived, at least a dozen more packers and sales managers have asked for reprints of last week's "Sell Right" discussion for distribution among their sales force. These will be furnished to any packer at cost, provided orders are received before March 30. Single copies may be had at once upon application accompanied by postage stamp.)

Salesmen and Selling

A packer who is known for successful handling of his sales force has written an article on "Successful Selling in the Packing Industry," which will appear in an early issue of THE NATIONAL PROVISIONER.

A salesman who has read the criticisms of his kind, and who feels that there are two sides to the story, gives his views in a letter which will be printed in an early issue of THE NATIONAL PROVISIONER.

Encourage the Salesman

By a Packer Executive.

I have been traveling around the South find an inclination to try to force sales by using price as a lever, where in reality the buying demand is not there, due to the fact that the consumer is unable to get away from his home and into the buying centers without getting caught in the mire.

The fellow that makes money today is the one who is going to sit steady in the boat and not let his salesmen set his ideas of value.

I don't know how you could have hit the nail squarer on the head than your statement in regard to misrepresentation on part of customers, old invoices, etc. I find 75 to 80 per cent of the wails set up by selling departments are due to those two things. You hear a lot of wailing nowadays in regard to competitors' prices and having salesmen's ideas dissipated, as they have been listening to nothing else during their week's travels.

Consequently it is highly essential that the sales manager create a new spirit in that man when he comes into the office at the end of the week. And likewise let him confine his letters to him during the course of the week to constructive criticism.

Everybody's Doing It!

By a Southwest Packer.

Your chart in THE NATIONAL PROVISIONER of March 15, showing the seasonal trend in price of hogs and cured products, is very interesting. It simply verifies what all of our books and tests have been telling us for the past three months, and we agree with you that it is not a healthy situation.

It's more interesting to the writer because such staid sticklers for quality and price as — have in our distributing territory in the past few months made prices that were entirely out of line with the quality and cost of their product.

There are some people whom we expect this from, but not from the best-known packinghouse merchandising concerns.

All But Me!

Editor THE NATIONAL PROVISIONER:

Your issue of March 15 was certainly a humdinger, and now that we are all agreed upon what the trouble really is, let's take off our spats and put on woolen socks.

That is to say, "All But Me."

You see, I can't wear wool next my skin, and I like low shoes and don't want to catch cold. So I'm going to wear 'em anyhow!

Besides, I want to look prosperous, even if I'm not!

Yours truly,

EVERY PACKER.

Will Benefit the Industry

By an Indiana Packer.

All the matter in the last issue of THE NATIONAL PROVISIONER is good stuff. I believe that the industry will be benefited by the work of this kind you are doing.

What Students Think of Packer Courses

A unique method to learn just what students taking courses offered by the Institute of Meat Packing think of the instruction and subject matter was recently tried by H. G. Ellerd, of Armour and Company. He wrote to all students from Armour and Company, soliciting their unrestrained comment. The response was gratifying.

Mr. Ellerd asked the men to answer a number of questions, giving their real opinion of the value of the work, together with any suggestions or criticisms they might have to offer. He emphasized the fact that he desired sincere replies.

Several of the students indicated that a change of some sort would be advisable here and there, but the majority stated that the courses were entirely satisfactory and highly valuable to them.

Mr. Ellerd wished to obtain such expressions of opinion before the opening of the third quarter of the evening classes on March 31, when four new courses will be offered orally at Chicago. These courses are Packinghouse Finance, Meat Operations (B), Marketing of Meat Products, and Accounting.

Answers by Students.

The first question asked for the student's general impression of the courses which he had been taking.

The comments ranged from "Very good" to "Very beneficial; I think every man in the industry should take the courses" and "One of the finest things I ever attempted."

Another student, who had registered for all four courses in the first quarter, stated: "The courses have imparted a great amount of practical information in a short time. To me, they have been extremely interesting."

Some of the other men, in speaking of the courses, said: "They are very good and interesting;" "The idea is a great forward step in the development of the packing industry;" "The courses were very valuable to a man employed in the packing plant."

Comment on the Teachers.

Another question asked for impressions of the instructors. The answers indicated that the courses have been conducted in a thoroughly satisfactory manner.

The replies follow: "The instructors have been explaining the material very clearly and competently;" "Excellent;" "They are men of exceptional ability. They teach in an interesting manner and are doing much good;" "Very efficient and business-like;" "The instructors are men of ability who delivered very good lectures;" "Very good;" "Both of my instructors were excellent;" "He teaches material that is applicable to my work in the industry;" "I feel that our instructor was very capable and that we were fortunate in having him;" "Capable, conscientious, and thorough;" "Exceptionally capable teachers;" "I think the instruction was excellent."

A few men suggested that the company library obtain reference books and other material which would be available for the students in their spare time.

The questionnaire also asked what more the industry might offer to assist the students in the courses. Many of the replies assured Mr. Ellerd that the industry

had done a great deal in making the courses possible, and that it had done as much for the students as he could reasonably expect.

It was the opinion of some students that several of the courses were so valuable that additional quarters could well be devoted to the same material.

The Third Quarter Course.

Bulletins describing the third quarter courses have been supplied to many Chicago companies and will be mailed to anyone upon request to University College, University of Chicago, 116 South Michigan Avenue, Chicago. Emery T. Filbey, Director of the Institute of Meat Packing, has announced the following registration hours in addition to the period last week: Monday, March 31, to Thursday, April 3, inclusive, 6 to 7 p. m. Registrations will

be accepted in Room 602, 116 South Michigan Avenue, the downtown offices of the University of Chicago. Anyone wishing to register by mail will be furnished with a registration blank upon request to Dean Filbey at the address named.

Classes start March 31, lasting until the third week in June, and will be held on the following evenings each week: Marketing of Meat Products, Monday evening; Packinghouse Finance, Tuesday evening; Accounting, Wednesday evening; Meat Operations (B), Thursday evening. Stuart P. Meech, of the University of Chicago, is the instructor for the Finance course. E. N. Wentworth and Tage U. Ellinger will conduct the course in Marketing of Meat Products. Guy L. Noble, who was in charge of the first half of the Meat Operations course in the Winter Quarter, will continue in the spring term. The Accounting course will be directed by T. O. Yntema, of the University of Chicago. Special lectures from the industry will assist the instructors from time to time.

Court Rules For Packers in Bacon Case

Swift & Company won a hard-fought case when the United States Court of Claims at Washington on March 17 awarded the company the sum of \$1,077,386.30 for claims growing out of bacon sales to the government during the war. The decision will involve millions of dollars, as other packing houses have similar claims. Swift & Company sued for \$1,500,000.

The litigation originated after Swift & Company had lost an amount estimated at \$1,500,000 through the government's failure to accept shipments of bacon which it had contracted for. The bacon was prepared especially for army use and was hard for the company to dispose of, as it was not prepared in the fashion demanded by the trade. Consequently the bacon was sold at a sacrifice. The company sued only for the money it claimed actually to have lost through the sacrifice.

This action of the Court of Claims automatically dismissed a counter-suit filed by the Department of Justice against Swift & Company for \$1,500,000. The government based its claim on charges of excessive prices. It was pointed out by Swift & Company that the goods were prepared under the direction of the United States Food Administration and that the profit was set by the government.

Court Compliments Packers.

In regard to the merits of the government's counterclaim the court remarks:

"It is rare, indeed, that we have before us records exemplifying transactions of such extent and importance wherein the willingness of contractors to cooperate with representatives of the government is so constantly manifest. It was plainly their right to be compensated on the basis of full reimbursement of all cost of production, with a profit added, which had been fixed by governmental authority.

Gave Army Loyal Support.

"And when they agreed to furnish bacon at a price to be determined, and on a basis which precluded their fixing it except it meet the approval of General Kniskern, who was certainly at all times honestly and faithfully looking after the interests of the government, they were certainly showing a proper spirit of cooperation. The practicing of deliberate deception in the matter of costs could

furnish the only basis for criticism, and we find no foundation in the record for such a charge.

"The big packers were the source of supply upon which reliance must be had. To them the appeal was made to meet the demand and the results answer for them as to their conduct. Army officers representing the government and writing business letters to contractors rarely feel called upon to depart from the path of business and inject a personal note of appreciation, but when this great strain was over and General Kniskern realized that he had successfully met such an emergency as had never before presented itself, he added to his letter of January 24, 1919, to the plaintiff, this paragraph:

"Please accept the sincere thanks of this office for the hearty and loyal cooperation your firm has so generously given in the past, without which the difficulties of securing sufficient meat foods for the Army would have been well-nigh unsurmountable."

Fraud Charges Uncalled For.

The court held that all charges of fraud or dishonesty are ungrounded. In this connection the Court said:

"There are many statements in defendant's brief which cast serious reflection on the conduct of the plaintiff. These we believe to be unjustified and feel that it is but due the plaintiff to say so."

And, again:

"The practice of deliberate deception in the matter of costs could furnish the only basis for criticism and we find no foundation in the record for such a charge."

The Court took occasion to make commendatory reference to the conduct of Swift & Company. Page 52 of the opinion says:

"We have called attention to the fact that during these strenuous times the plaintiff always cooperated with the government authorities and at all times complied willingly with requests as well as instructions. It had acquired a commendable habit of implicit obedience, and, after its contract was terminated, with no protest on its part, and an adjustment was in order, it relied still on the officers with whom it had so long cooperated and awaited instructions."

Also from Page 44:

"It seems quite clear then, for the purposes of the stated rule as to the effect of performance, the plaintiff is entitled to the benefit of full performance. It was to its credit that it made no objection to complying with the instructions of General Kniskern and it would be inconceivable to invoke a rule which should penalize it for so doing."

Supreme Court Protects Private Business

The U. S. Supreme Court has decided that a government department cannot compel a private business to submit its books or papers to the inspection of that governmental agency.

It declares such action to be against the fourth amendment to the Constitution, and that Congress has no power to enact a law giving a governmental agency such authority.

The decision was rendered in a case where the Federal Trade Commission tried to force a tobacco company to submit its records for inspection and copying. But it appears to apply with almost identical exactness to the demand of the Department of Agriculture that the packers open their books and records to the auditors of the Packers and Stockyards Administration.

In fact, the latter instance might be considered an even more striking illustration of what the dignified Supreme Court judges in their opinion call "fishing expeditions into private papers." In the tobacco case there were specific points sought for. In the packers' case the department wanted to impose a permanent and continuous spy system.

Blocking the "Auditing" Plan.

The Secretary of Agriculture now has in the federal courts a petition for a writ of mandamus compelling packers to submit to this system of espionage. It was just such a writ that the Supreme Court this week denied.

A threat of "going to Congress" for further legislation to enforce such demands would seem to be futile in this case, since the Supreme Court forestalls it by the declaration that Congress can't override the Fourth Amendment in this particular fashion.

The Case in Point.

The Senate by resolution directed the Federal Trade Commission to investigate the tobacco situation in the United States, particularly with reference to the market price to producers for tobacco and the market price to the manufacturer for tobacco, and the price of leaf tobacco exported.

Section 6-P of the act creating the Federal Trade Commission grants to the commission the right to require corporations coming within its jurisdiction to make reports concerning their affairs, and thus to furnish to the commission such information as it may require.

The commission mistakenly assumed that the Senate resolution in the Federal Trade Commission Act gave it authority to direct a corporation engaged in selling tobacco and in the course of its business making interstate shipments, to turn over its books, accounts, contracts, letters and telegrams to the commission to read and to make copies thereof.

The Tobacco Company refused to comply and the Trade Commission asked the court to issue a writ of mandamus compelling them to do so.

The Fourth Amendment to the Constitution provides: "The right of the people to be secure in their * * * papers

and effects, against unreasonable searches and seizures, shall not be violated, and no warrants shall issue but upon proper cause supported by oath or affirmation and particularly describing place to be searched, the person or things to be seized."

This provision of the Constitution is a command to Congress against commerce granting powers to the Federal Trade Commission or any other administrative body whereby it may make searches or seizures of letters and documents.

Ruling of the Court.

In its opinion the Supreme Court said: "The mere fact of carrying on commerce not confined within state lines and of being organized as a corporation do not make man's affairs public as those of a railroad company now may be. Any one who respects the spirit as well as the letter of the Fourth Amendment would be loath to believe that Congress intended to authorize one of its subordinate agencies the right to sweep all our traditions into the fire and to direct fishing expeditions into private papers on the possibility that they may disclose evidence of crime.

"We do not discuss the question whether it could do so if it tried as nothing short of most explicit language would induce us to attribute to Congress that intent. It is contrary to the first principles of justice to allow a search through all the respondent's records, relevant or irrelevant, in the hope that something will turn up.

Right of Access Explained.

"The right of access given by the statute is to documentary evidence—not to all documents, but to such documents as are evidence. The analogies of the law do not allow the party wanting evidence to call for all documents in order to see if they do not contain it. Some evidence of the materiality of the papers demanded must be produced. A general subpoena in the form of these petitions would be bad.

"The demand was not only general, but extended to the records and correspondence concerning business done wholly within the state. This is made a distinct ground of objections. We assume for

present purpose that even some part of the presumably large mass of papers relating only to intra-state business may be so connected with charges of unfair competition in inter-state matters as to be relevant, *Stafford vs. Wallace*, 258 U. S., 405, 520, 521, but that possibility does not warrant a demand for the whole, for what that appears the corporation would have been willing to produce such papers as they conceive to be relevant to the matter in hand (see *Terminal Taxi Cab Company vs. District of Columbia*, 241 U. S., 252, 256) if their judgment upon that matter was not final at least some evidence must be offered to show it was wrong. No such evidence is shown.

Complaints Based on Hearsay.

"We have considered this case on the general claim of authority put forth by the commission. The argument for the government attaches some force to the investigations and proceedings upon which the commission had entered. The investigations and complaints seem to have been only hearsay or suspicion. But even if they were induced by substantial evidence under oath the rudimentary principles of justice that we have laid down would apply. We can not attribute to Congress an intent to defy the Fourth Amendment or even to come so near to doing so as to raise a serious question of constitutional law. *U. S. vs. Delaware & Hudson Company*, 213 U. S., 366, 408. *U. S. vs. Jin Tuy Moy*, 241, U. S. 304, 401. Lower court affirmed."

The Packers' Case Similar.

The principle invoked by the Supreme Court denying the right of the Federal Trade Commission to a writ of mandamus will apply with equal force, it is believed, to a similar demand by the Department of Agriculture.

Both the Federal Trade Commission and the Department of Agriculture are but administrative agencies, or boards, of the administrative or legislative branches of our government, and are not in any sense a member or branch of that third arm of government, the judiciary. Though in certain circumstances and on certain occasions they may imitate some of the functions of courts, such as issuing subpoenas, etc., they are not courts.

In view of the constitutional limitations the interstate commerce clause and the search and seizure clause, Congress cannot enact any legislation which will in effect annihilate these two fundamental limitations upon the powers of Congress.

Position Wanted

As assistant to packinghouse executive, superintendent or foreman who wants ready and reliable information from the world's best packinghouse authorities.

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OLD COLONY BLDG.

CHICAGO, ILL.

Wilson Operating Profits Doubled in 1923

The annual report of Wilson & Company for the fiscal year ended December 29, 1923, shows sales amounting to \$275,000,000 and operating profits about twice those of 1922.

The company's South American plants operated at practically full capacity, and with satisfactory returns. These plants and those in the United States were kept in first-class condition during the year, thus obviating the necessity for provision of further amounts for depreciation.

There was a gratifying increase in the demand for the company's products, both at home and abroad, testifying to the permanency of Wilson & Company's place among the leading food producers of the world.

President Wilson's Statement.

In his statement to the stockholders, President Thomas E. Wilson said:

"The results of the company's operations for the year just past, as revealed by the annual statement herewith submitted, have justified, I think, the opinion expressed in my previous report to the stockholders that all indications pointed to an increasingly active demand for our products; our sales for the year increased to \$275,000,000 and operating profits showed a very substantial improvement, approximately twice those of the previous year.

"The year brought us a very material increase in livestock offerings, especially of hogs, in all of our domestic markets, and it seemed at times that we were facing the possibility of having to carry over into the next season, a large stock of our products. However, with general business conditions good and with practically full employment, creating a correspondingly increased consuming power, all our surplus stocks were readily absorbed.

"This heavy consumption of meat products at home, which according to the statistics of the United States Department of Agriculture increased by 18 pounds per capita over the previous year, is a fair indication of what our home markets can absorb if general conditions are normal

and reasonable prices prevail. Likewise our foreign trade showed considerable increase over the two previous years and very much in excess of pre-war volume.

Plants Kept Busy.

"Our plants in South America have been operating at practically full capacity and with satisfactory results. If the trend of exchanges is any indication of their economic condition our sister republics on the southern hemisphere must be making good strides toward recovery from post-war depression.

"Our plants, at home and abroad, have been kept in first-class working condition by the expenditure out of earnings of very substantial amounts. This, in our opinion, has made it unnecessary to provide further amounts for our depreciation reserve fund, already quite adequate for any reasonable demands upon it for obsolescence.

"The increased demand for our brands, here and in Europe, is, I believe, not only the result of increased consuming power of the buying public, but also testifies to an increased recognition of the excellence of our products and the permanency of our place among the leading food producers of the world.

Financial Plans Blocked.

"To maintain and fortify this position, our directors unanimously recommended certain improvements in our financial structure which, if adopted, would have gradually changed into capital stock a large part of the present funded and current debt and without sacrifice to the present stockholders. The plans recommended had the full approval and support of the company's bankers.

"Certain competitive interests who unfortunately hold a substantial part of our preferred stock, and who have induced a minority of other stockholders to side with them, have thus far prevented the carrying into effect of these plans, but I am sure that sooner or later our stockholders as a whole will recognize that their proper individual interests are no different from those of the company.

"I have every reason to feel that, notwithstanding this opposition, the condition of the company financially and commercially will continue to show good progress, and that those stockholders who approved the financial plans will find that their confidence in the company was fully justified."

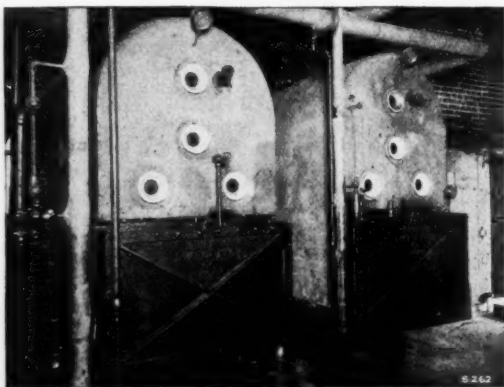
The Financial Statement.

Following is the consolidated balance sheet of Wilson & Company, Inc., and its subsidiary companies, for the year ended December 20, 1923:

ASSETS	
Property accounts:	
Plants and equipment....	\$46,117,093.32
Less—mortgages payable and purchase money obligations	478,500.00
	<u>\$45,638,593.32</u>
Trade marks, patents, good will, etc.	11,224,186.02
	<u>\$56,862,779.34</u>
Investment in affiliated companies not wholly owned	12,731,469.80
Investment in South American companies (common stock wholly owned) including net current assets of \$4,428,982.03	12,308,219.49
Merchandise, including consignments, less drafts drawn thereagainst	18,147,040.73
Accounts and notes receivable, including claims against U. S. and British governments	17,898,118.56
Miscellaneous securities (including \$1,407,000 par value of company's six per cent convertible bonds valued at market)	1,457,817.52
Cash	5,507,805.77
Interest, insurance, bond discount and expense, etc., prepaid or deferred....	1,808,025.55
	<u>\$121,521,291.75</u>
LIABILITIES	
Capital stock:	
Preferred:	
Authorized and issued .. \$12,000,000.00	
Outstanding	\$10,079,000.00
Common (without par value):	
Authorized, 700,000 shares	
Outstanding, 202,181 shares	20,000,000.00
	<u>\$50,079,000.00</u>
Bonded indebtedness—	
First mortgage 6%, due 1941	\$22,956,000.00
Convertible 6%, due 1928	15,085,000.00
Convertible 7½%, due 1931	9,136,000.00
	<u>47,177,000.00</u>
Accrued interest on bonds	698,322.75
Notes payable	16,694,000.00
Accounts payable and other liabilities ..	3,314,010.41
Reserves against foreign exchange, claims and contingencies	3,388,481.81
Surplus—	
Balance at Dec. 31, 1922 \$18,431,406.60	
Add—	
Profit on operations of the year 1923 before providing for depreciation	2,450,866.43
	<u>\$20,882,273.03</u>
Deduct—	
Dividends paid on preferred stock	711,796.75
	<u>20,170,476.28</u>
	<u>\$121,521,291.75</u>

NOTE—Dividends of 15% on preferred stock declared Nov. 19, 1923, payable Jan. 2, 1924. Contingent liability in respect of guaranty of affiliated companies notes payable \$2,970,000.00.

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Swenson installations meet every evaporating requirement of the packing house and fertilizer plant. Our more than 30 years experience enables us to render you a real service in solving special problems. Our evaporator laboratory, at Ann Arbor, Michigan, is available for development and testing on a commercial scale. Whiting Corporation's complete manufacturing facilities are back of Swenson products. Submit your evaporator problem to Swenson. Bulletin E-122 on request.

Our Experiment Station at Ann Arbor is equipped to make tests, on a commercial scale (under the direction of Prof. W. L. Badger) on problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

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& Co., Chicago.

Every Dog Has His Day

Several matters of prime importance,
and involving fundamental principles in
the packing industry, have been made
known within the past ten days.

The Department of Justice informed the
United States Senate that the so-called
"Packers' Consent Decree," entered into
between the large packers and Attorney
General Palmer in 1920, had been ful-
filled.

As soon as the effects of this decree be-
came evident, it was attacked by pro-
ducers. They found that they were ad-
versely affected by this more or less vol-
untary action on the part of large pack-
ers to stay as far as possible the criti-
cisms of demagogues and politicians, and
to demonstrate to producers and consum-
ers that the packers were earnest in their
desire to comply with what was regarded
as the public good.

Instead, the move acted as a boomerang
for those it was supposed to benefit, and
the efforts of producers to have it nulli-
fied have so far been without result.

An outstanding justification of packer
claims is in the awarding by the United
States Court of Claims of damages for
losses sustained by one of the large pack-
ing companies in its production of bacon
for the government under contract, and
later repudiated.

The recognition of this claim paves the
way for the collection of similar claims
by other packing companies, and auto-
matically nullifies the government's coun-
ter suit against the same company to re-
cover a large sum alleged to be due be-
cause of overcharges on war contracts.

Perhaps the event of most far-reaching
significance in the industry is the decision
of the U. S. Supreme Court against an
agency of the government going on a
"fishing expedition" into the affairs of a
private industry, on the possibility of find-
ing evidences of unfair practices or crime.

This decision would seem to uphold
the claim of protection afforded by the
Constitution made by certain packers
when called upon by the Secretary of Ag-
riculture to make available to him the rec-
ords and archives of the individual com-
panies for examination and supervision.

There are gloomy periods when the at-
titude of the government toward the pack-
ing industry seems only one of strangu-
lation. But there are other periods, such
as the present, when suggestion of a silver
lining is visible. At such times the hope
arises that the government will take a
constructive attitude, and if not actually
fostering the industry, at least will not
force it to fight at every step for its ex-
istence.

Promoting Meat Consumption

An excellent plan for the production of
meat consumption and consumer educa-
tion has recently been announced by the
National Live Stock and Meat Board.

This plan is for a contest among girls
in high school departments of home eco-
nomics consisting of the writing of a story
on meat and submitting four meat recipes
which they have prepared and served in
school or in their homes. Cash prizes are
offered as an incentive for the girls to take
part in the contest. In each of four dis-
tricts into which the United States is di-
vided \$355 in prizes is offered, ranging
from \$100 down to \$10.

The educational value of the plan is al-
most beyond measure. It will be an in-
centive for girls to study meat and its
place in the diet more thoroughly, to ex-
periment with recipes of various kinds,
and to bring the more successful methods
of preparation to the attention of the
many.

Few movements for increased meat con-
sumption are more fundamental than this
one, which will fix in the minds of these
young housewives of tomorrow the need
for and place of this basic food in the diet.

The contest should be repeated in some
form each year, and should have the atten-
tion and hearty support of every branch
of the livestock and meat industry.

Meat and Fat Exports

During the five weeks ended February
2, 1924, exports of bacon and hams from
United States ports amounted to 104,000,-
000 lbs. and lard to 131,000,000 lbs., as
compared with 78,000,000 lbs. and 76,000,-
000 lbs., respectively, in the preceding five
weeks. The increased exports of bacon
and hams were shared almost equally by
the United Kingdom and the Continent,
but about 75 per cent of the additional lard
exports went to Continental countries.

General business conditions in the
United Kingdom have improved in the
past three months in spite of disturbed
political conditions.

Conditions in Germany have changed
materially since the stabilization of the
currency. Temporarily at least, stabiliza-
tion has decreased the demand for foreign
food products. Stocks held through fear
of famine are being consumed. The peas-
ants are marketing their surplus, and food
consumption is becoming more diversifi-
ed, with the result that more meat,
either from Germany or neighboring
countries, is appearing in the markets.

These are encouraging signs. If Eu-
rope has the money, she will buy our
meat products, especially fats.

PRACTICAL POINTS FOR THE TRADE

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A Small Killing Plant

Here is a retailer who has been doing his own killing, and who wants advice about building a small plant. His old plant burned down, and he has the opportunity to begin again and start right.

It is a matter which requires serious consideration, and the services of a good packinghouse engineer. He says:

Editor The National Provisioner:

We are two brothers comparatively young, who have for the last five years been conducting a retail market, doing our own slaughtering, curing and making sausage.

We have made a fair success of it, but had the ill luck to have our plant burn down. We contemplate rebuilding a plant capable of killing about 50 hogs, 25 cattle and 12 calves, intending to sell considerable to a wholesale trade.

What is the most important phase to consider in a project of this kind?

What is the probable financial outlay?

Would you consider the possibilities of success good?

In establishing a slaughterhouse there is not a single important phase to consider, but rather many points should be considered. The following are the most essential:

- Location
- Drainage and sewage
- Water supply
- Power supply

Since you are established in business, it will not be necessary to enumerate the principles essential for a successful commercial business. You no doubt have a supply of livestock, and know how to dispose of it.

The Importance of Location.

Location is important, not alone from a receiving and shipping standpoint, but from many other angles. A railroad siding should be available. You may not need this at the beginning, but it would be well to have it for future use, as you will find that from an abattoir you may grow into a packing plant. It would be well to plan for ten years ahead of the present time.

The plant should be located outside of the city or township limit, and you will want to be assured that there will be no interference in your business from the sanitary standpoint. Odors will arise occasionally from small plants, as such plants cannot be equipped with as elaborate disposal machinery as the larger plants.

Sewage and Water Supply.

Another important matter is the drainage or sewage. In fact, this is one of the most important points, as you will want to keep your plant clean, and good sewage is therefore absolutely essential.

Water supply is another important item. You will need it not only in the slaughtering plant, but also for condensing purposes in the refrigerating plant, for the

boiler, for scalding, and other purposes. If you can get well water, so much the better.

Electric Power Is Necessary.

Although you may not require power killing equipment, it is simpler to drive the refrigerating plant by an electric motor. Therefore, assure yourself of electric current before starting, even if the power company makes an extra charge for bringing a line out to the proposed plant.

The financial outlay is a matter really in your control, and depends entirely upon how you build and equip your plant. Building prices differ greatly in various localities. Consideration of the following may give you some idea:

1—Will you build an abattoir? In other words, do you want to slaughter only?

2—Or do you want to make sausage, cure your own bacon and hams and make lard?

An abattoir does not require much equipment, but if you also intend to cure and make sausage, then not only considerably more equipment is required, but also more space, possibly a basement.

At any rate, in planning, it is well to provide room for further future expansion.

Dimensions of a Plant.

The material you use in building also has a bearing on the cost. The smallest possible structure would have to be at least 16 ft. wide by 32 ft. long, allowing 16 ft. total for killing floor and 16 ft. for the cooler. Looking ahead to the future, a building 32 ft. by 32 ft. would be better, using half for killing floor, and the other half for chill-room and cooler.

In securing estimates, be sure to take into consideration the fact that slaughterhouses and coolers are high buildings. Tracks for overhead trolleys should be 11

ft. above the killing floor; then on top you should have your beef hoist.

In the coolers your track will also be 11 ft. above the floor; then add 12 inches for a track hanger, and 12 inches for the beams which support the bunker pan. In other words, you require 13 ft. alone for this, and you should allow another 5 ft. for your coil loft, making a total inside height of 18 ft. This could be cut down about 12 or 18 inches, but it is not advisable.

Equipment and Insulation.

For an abattoir and cooler, the equipment required is principally beef or hog hoist and other tools, such as a beef tree, rollers, hooks, etc.; a scalding vat, bench, extension hooks and rollers for the hog killing, as they will have to go on the same 11 ft. high beef track; a rendering tank, a boiler and a four to six-ton refrigerating plant, including refrigerator doors for coolers and bunker.

The insulation of the cooler is a very important item, also an expensive one, but it pays to put in good 4 inch sheet cork insulation. This, of course, can be cheapened, if you use frame construction on your building, by filling in with 6 inch granulated cork and air spaces on both sides.

The equipment, refrigerating plant and cork insulation, should run between \$7,500 and \$8,500, plus the cost of property and building, which you no doubt can secure from a local contractor. These figures, of course, are merely an estimate, and will vary with time, place and requirements.

Management Is Most Important.

The success of such a plant depends upon the management. It is well to bear this fact in mind. An abattoir selling its product quickly, and on a rapid turnover, knows or should know every day how its business stands.

But if you get into the curing and cutting end of the business, you get into a more or less speculative, uncertain proposition, and must meet a lot of competition. While you sell your product whole you will not have so much of this competition. Also, you will not have a lot of pork in your cellar, which you know has cost and is costing you so much, and the selling price of which is always an uncertainty.

However, even in the pork packing business there is a way to figure costs and yields which, if carefully followed, enables the packer to know day by day just where he stands. The trouble with most packers is that they do not figure—and then follow their figures through to the selling end.

What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your costs, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

Send a 2-cent stamp for the article on "Short Form Smoked Meat Tests." Address Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Curing Dry Salt Meats

A curer in the Southeast has been having trouble with his D. S. shoulders, fat backs and butts coming out of cure black instead of white in color. He wants to know how to remedy his trouble. He says:

Editor The National Provisioner:

Will you kindly forward us your method of making dried salt shoulders, fat backs and butts? At present we rub the meat with the finest grade of Diamond crystal salt and pack it in wooden bins, but have great difficulty in getting the lean streaks to show white, or in getting the article white. At present they are coming out black. Any information you can give us regarding this will be greatly appreciated.

The inquirer is using Diamond crystal salt, and packs the meat in wooden bins, and the product is coming out of cure black in color.

It is possible the bins are elevated, allowing free air circulation under and all around the meats, which causes the dark color mentioned. At the same time it increases the shrinkage.

Discontinue this practice and place the meats on the floor in a bed of salt, and handle as outlined below on the put-down and overhauls. Use the necessary precautions to prevent the air from penetrating to the meats.

Cure for D. S. Meats.

All dry meats for dry salt curing should be placed in cure within twenty-four hours after cutting in order to obtain better results.

To 500 gals. of 100 degree salometer plain pickle, add 75 lbs. of nitrate of soda. Chill to a temperature of 36 deg. Fahr. If saltpetre is used the correct amount for the above formula would be 93¾ lbs.

Use this curing formula, and pump all dry salt meat containing lean on the put-down and on all overhauls, using a number of short strokes instead of a number of long strokes.

All D. S. meats before going into cure and on all overhauls should be washed with 100 degree plain pickle before placing on the salting bench for salting and resalting. Before salting, sprinkle all the lean portions of the meat with saltpetre, using three to four ounces to each one hundred pounds of meats.

Then rub all surfaces of the meats with fine salt, and place in piles so that at least six and one-half to seven pounds of salt is used for each one hundred pounds of green meats. After the meat is placed in piles, put moist salt to all unsalted surfaces that are exposed. Also put moist salt in crevices between layers, so as to practically exclude all air.

The first overhauling should take place on the product at 7 days in cure, second overhauling at 21 days, third overhauling at 40 days. If not shipped or used at this time, the product should be overhauled every 40 days thereafter.

In resalting, add enough salt to the product so that it will go into the piles with about 7 per cent of salt to each one hundred pounds of meat, and use the same precaution on exposed edges and crevices between layers as when putting down the green meat.

Solved His Trouble

A packer who had been having trouble in curing hams wrote to THE NATIONAL PROVISIONER a few weeks ago for advice. It was given to him—and published on this page for the benefit of others. He now writes:

Editor THE NATIONAL PROVISIONER:

Regarding my inquiry of a few months ago about curing hams. Wish to state that, as you advised, we are now paying much closer attention to the temperatures of same, and find we are getting very good results.

This same packer comes back with another question about dry salt meats, which is answered on this page. **This service is open to all subscribers.**

HEAT AND FUEL WASTES.

(Continued from page 20.)

The water in your hog-scalding tub can be heated with exhaust steam. A good hot-water circulating system from the boiler room, while more expensive for initial installation, would return 100 per cent on the investment after being once put into operation.

Steam Pumps That Waste Money.

A place where time and money is lost is in the operation of small uneconomical steam pumps. Often pumps are run year after year, and kept going beyond the time they should be replaced, because the cost of repairs and waste of steam has never been given a thought.

Small steam turbines, exhausting direct to the atmosphere, are not an economical proposition to operate, and in general should be avoided around the packing-house.

Steam leaks cost money. Needless to say, they should be repaired as soon as possible. A ¾-inch pipe blowing into the air at 100 pounds pressure throws money away at the rate of 100 pounds of coal per hour.

It is quite evident that the time consumed in searching for steam leaks will be fully repaid, with interest. Leaks from rods and glands due to imperfect packing, cut or worn rods should be carefully repaired. They are mostly small jobs and often it seems difficult to have them taken care of for that reason.

(EDITOR'S NOTE—The next installment of this discussion will take up the use and waste of water in the packinghouse.)

Use of Curing Vats

A subscriber in Scotland asks for information as follows regarding tanks for washing and curing meats:

Editor The National Provisioner:

We should be very glad to have your opinion on the relative merits of washing and curing tanks.

At present we are using both wooden and slate tanks. The former are used for washing out, and the latter for curing. Will you inform us which you consider the most suitable for these purposes, and would you kindly state your reasons for any preference you may make to either?

The inquirer states they are using both wooden and slate tanks, the wooden tank for washing out, and the slate tank for curing, and requests information as to which we consider the most suitable for these purposes.

Oak vats are used almost exclusively for curing purposes, with the exception of the fancy dry cured bellies, which are dry cured in metal boxes. There are, however, some concrete vats used for curing purposes, but they are greatly in the minority.

There is no question that the slate tank would be absolutely sanitary and keep in a sanitary condition at a little less labor cost than the wooden tank. However, if the wooden tank is cleaned after each vat of meats is cured, there is no objection whatever to the wooden tank, and we fail to see how you would benefit to any great extent by showing a preference for either.

The points that American packers pay strict attention to are chilling of hogs and a suitable standard curing formula that will produce mild-flavored meats, and the necessary overhauls at the proper dates, and guard against carrying the meats in the pickle they are cured in after they are fully cured.

If the product is not sold at cured age, the meats are removed from the curing vats and packed in wooden tierces in a very mild pickle, and transferred to low temperatures to check the cure. The latter handling is what Americans refer to as "back packing."

What is "backing" in skinning cattle, and what effect does it have on the appearance of the carcass hanging in the sales cooler? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

A Special Grade of Smoking Sawdust

that adds a nice brown color to smoked meats can be supplied from our conveniently located shipping points.

Let us figure on your requirements.

Sawdust Sales Co.

19th and Clearfield Sts.
Philadelphia, Pa.

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brought to the maximum with my Sales and Service combination.

It will pay you to investigate. Address

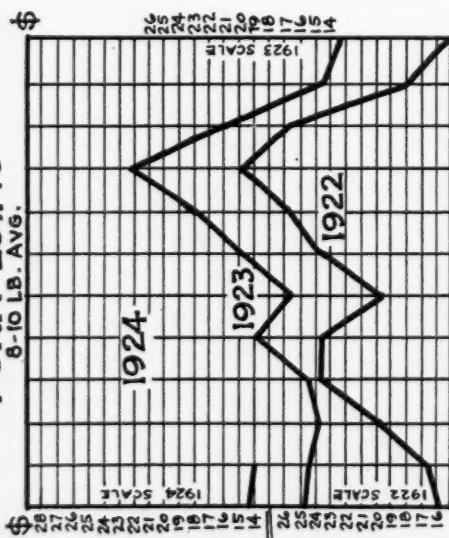
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Broker of Casings Exclusively

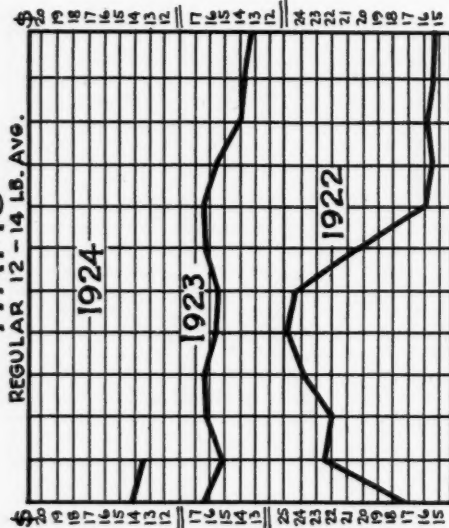
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Seasonal Trend in Prices of Hogs and Fresh Pork Products Wholesale at Chicago

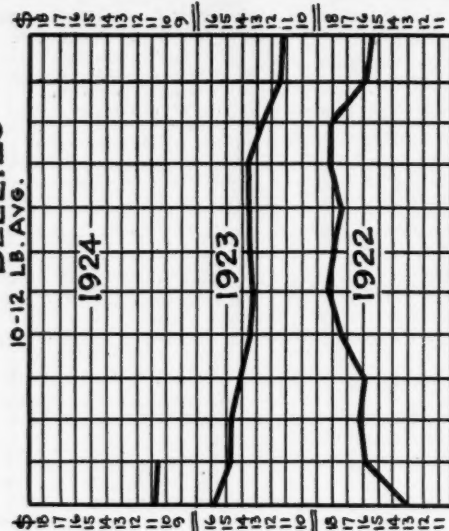
PORK LOINS



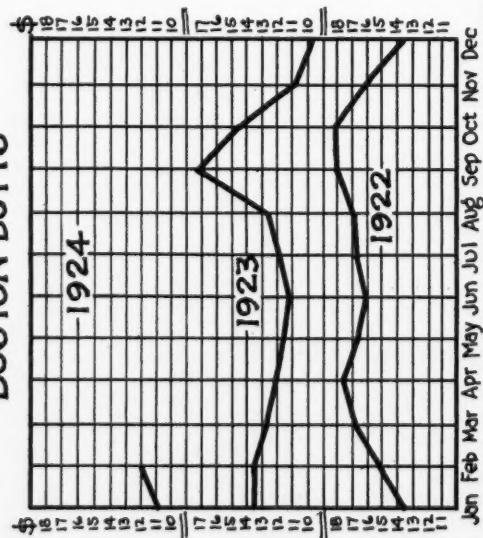
HAMS



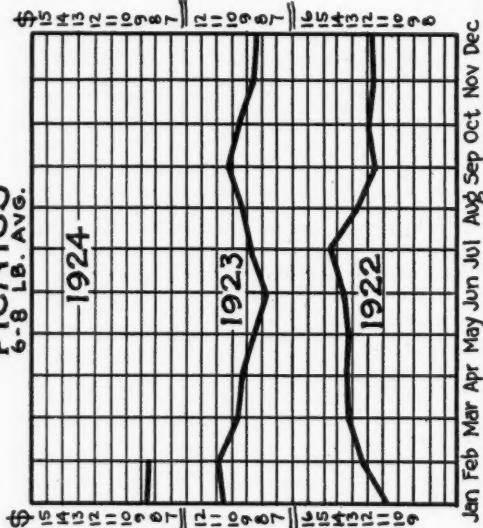
BELLIES



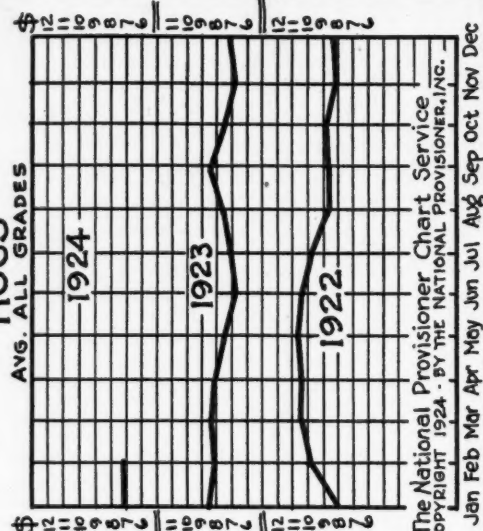
BOSTON BUTTS



PICNICS



HOGS



The National Provisioner Chart Service
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Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

The above chart, in THE NATIONAL PROVISIONER CHART SERVICE, shows the seasonal trend in prices of hogs and fresh pork products wholesale at Chicago. For some months past the market on the bulk of fresh pork products has been most unsatisfactory, and entirely out of line with the price of live hogs. In order to avoid freezing, large quantities of fresh loins have been sold at very low prices, and this has had a depressing influence on all green products. Boston butts is the only exception, this product having shown an upward trend since the first of the year.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Hog Products Weak—Domestic Cash Demand Fair—Export Demand Limited—Speculative Interest Light—Hog Receipts More Moderate—Stocks Continue to Increase.

The market for hog products the past week has been very quiet with the undertone persistently heavy and with the general market showing a dragging tendency. Outside interest was limited, and while hedging pressure from packers was moderate, there was not sufficient demand to absorb the offerings. The cash situation was not favorable as a whole, and sentiment was in the main against the market.

The weakness in the grain markets resulted in commission house liquidation at times, while the political situation continued to make for cautious buying on the part of distributors. The hog run was more moderate, and hog prices were rather steady but the receipts were sufficiently large to make for continued accumulations in stocks. This was one of the features that appeared to be attracting most attention.

May Lard Hits New Low.

The lard market went into new low grounds for the season for the May delivery, while July lard was around the season's lowest levels. The stocks of lard at Chicago the first half of February increased about 5,600,000 lbs., which was rather moderate and generally below expectations with the present stock totaling nearly 28,000,000 lbs. against 22,000,000 lbs. at the end of February and around 10,000,000 lbs. in mid-March last year.

The stocks of meats continue to pile up and the general impression was that prices would seek materially low levels unless

there was a marked falling off in the hog run.

Notwithstanding the general complaints of poor export trade, the outward movement of products continued on a heavy scale with over 15,000,000 lbs. clearing from New York alone on Monday and Tuesday of this week. The exports of bacon was also large but as usual these shipments were reported as consignments. It was noticeable that the bulk of the shipments were to the Continent, mainly to Central Europe and to the country where business was reported almost impossible on account of the monetary situation.

There is no question but what the foreign demand is not as extensive as it has been recently but in a great measure it is felt that this is partly due to a disposition to await the findings of the Dawes committee report, and a possible clearing up of the reparations question. In connection with the foreign demand, the Department of Agriculture this week stated that "foreign markets on the whole seem likely to maintain about the present level of demand for American pork, and other products."

This does not mean that there will not be temporary lulls in foreign absorption, but it does mean that on the whole the market for American hog products is still in Europe and is an important one, and that the prospects are that the foreign takings of pork products during this year will be maintained at a favorable level, compared with a year ago.

Liquidation in Swine Industry.

Official reports indicate that the swine industry is going through a period of liquidation and discouragement but the indications also are that hog producers have now passed the peak of production and may be moving into one of the recurrent periods of low production.

The average price of hogs at the end of last week were \$7.20 compared with \$7.40 the previous week, \$8.45 last year and

\$10.20 two years ago. The average weight of hogs at Chicago for the week ended March 17 was 230 lbs. against 232 lbs. the previous week, 239 lbs. a year ago and 240 lbs. two years ago.

The situation in cottonseed oil continued to be watched rather closely by the packing interests. The February consumption of cottonseed oil was 153,000 bbls. against 187,000 bbls. last year. Consumption of cottonoil continued to suffer somewhat at the expense of lard owing to the fact that lard continues relatively cheaper than compound. But nevertheless the supplies of oil the balance of the season are not very burdensome, and there is a feeling current that any betterment in lard will be readily reflected in the oil market.

Pork and Lard Exports.

Exports of hog products for the week ended March 15 follow:

	Pork, bbls.	Lard, lbs.	Meats, lbs.
Liverpool	150	1,284,000	6,425,000
London	319,000	319,000	878,000
Glasgow	87,000	87,000	468,000
Bristol	25	259,000	746,000
Other English ports	1,349,000	1,349,000	2,909,000
Antwerp	1,728,000	1,728,000	855,000
Germany	155	6,844,000	921,000
Holland	55,000	55,000	25,000
France	1,375,000	1,375,000	999,000
Other Con. ports	50	4,204,000	3,328,000
Elsewhere	915	137,000	133,000
Total	1,295	17,641,000	17,687,000

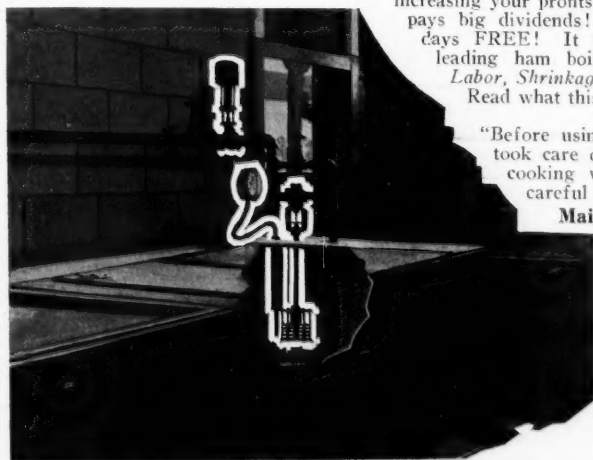
Chicago mid-month stock statement, 000 omitted, is as follows:

	1924		1923	
	Mid-Mch.	End-Feb.	Mid-Mch.	End-Feb.
Lard, contract, lbs.	31,114	15,799	6,182	7,396
Lard, other, lbs.	6,570	6,252	3,401	3,833
Lard, total, lbs.	27,684	22,052	9,583	11,229
Ribs, lbs.	2,880	2,563	2,777	1,639
Bellies, lbs.	21,319	19,189	No trading.	

The Price Current placed packing of hogs for the week at 846,000 against 824,000 last week and 842,000 last year; for the summer season to date the total was given at 2,542,000 against 2,556,000 last year.

A report issued by the Department of Agriculture as to farmers' intentions of planting corn indicated prospects for an increase of 3.2% in the acreage, which

NO COMPRESSED AIR required to operate regulator shown below. It is very Accurate; is easy to install and is reasonably priced.



Ham Boilers

are you getting these Extra Profits?

Have you discovered this new simple way of increasing your profits on Ham Cookers? It pays big dividends! You can test it 30 days FREE! It is used by America's leading ham boilers because it saves Labor, Shrinkage, and Spoiled Hams! Read what this happy user says:

"Before using your device, 3 men took care of our battery of ham cooking vats. No matter how careful they were, the tempera-

ture of the water often went too high, which shrunk and spoiled the appearance of the hams; and when the temperature got too low, the Flavor, Keeping Quality and Appearance of the hams was spoiled. Your automatic Temperature Regulators have turned these losses into EXTRA PROFITS. One man now handles this work. We figure saving of shrinkage alone pays cost of your regulators several times a year, to say nothing of the Steam saved in heating and the splendid appearance and uniform quality of our hams."

Partial List of Users

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Swift & Co., Omaha
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POWERS REGULATOR CO.,
2725 Greenview Ave., CHICAGO

Gentlemen: Without obligation on my part, kindly send me prices and particulars of your 30-day free trial offer of your temperature regulator for Ham Cooking Vats.

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would be the largest area since the record established in 1917.

PORK—The market was quiet but firm with mess at New York \$24.75@25.75, family \$27@28, short clears \$27@30. At Chicago mess pork was quotable at \$22.

LARD—Domestic demand fair—export demand slow. At New York prime western was quoted at 11.55@11.65c, middle western 11.40@11.50c, city at 11 1/4c nominal, refined to the continent 12 1/4c, South American 12 1/2c—Brazil kegs 13 1/2c—compound 12@12 1/2c. At Chicago regular lard in round lots was quoted at .02 1/2 over March, leaf lard .25 over and loose lard .15 over.

BEEF—The market was quiet and steady with mess at New York quoted \$15@16, packet \$16@17, family \$19@22; extra India mess \$30@32; No. 1 canned corn beef \$2.35, No. 2 \$4, sweet pickled tongues \$55@65, nominal.

SEE PAGE 35 FOR LATER MARKETS.

STORAGE STOCKS ON MARCH 1.

Stocks of meat and lard in storage on March 1, 1924, compared to a year ago and to a five-year average, are officially reported by the U. S. Department of Agriculture as follows:

	Mar. 1, 1924.	Mar. 1, 1923.	5-yr. av.
Beef, frozen, lbs.	74,812,000	75,604,000	148,446,000
Beef, cured, lbs.	11,151,000	11,904,000	27,048,000
Beef, in process of cure, lbs.	11,931,000	12,993,000	(1)
Pork, frozen, lbs.	199,428,000	154,377,000	142,095,000
Pork, dry salt cured, lbs.	86,768,000	81,902,000	281,418,000
Pork, dry salt in cure, lbs.	91,377,000	96,122,000	(1)
Pork, pickled cured, lbs.	187,484,000	171,822,000	390,766,000
Pork, pickled in cure, lbs.	313,174,000	279,457,000	(1)
Lamb and mutton, frozen, lbs.	2,175,000	5,758,000	16,344,000
Meats, misc., lbs.	82,405,000	67,879,000	92,205,000
Lard, lbs.	68,557,000	79,101,000	95,065,000

NOTE: These holdings include stocks in both old storage warehouses and packing house plants.
(1)—Prior to 1920, figures for cured meats included those for meats still in process of cure.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, March 20, 1924, as follows:

Fresh Beef—

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
Choice	18.00@19.00	17.00@17.50	18.00@20.00	17.00@18.00
Good	16.00@17.50	15.50@16.50	16.00@18.00	15.50@16.50
Medium	13.50@15.50	13.50@14.50	14.00@16.00	14.00@15.00
Common	11.00@13.00	12.50@13.50	12.50@14.00	12.50@14.00
COWS:				
Good	11.50@12.00	12.00@13.00	12.00@13.00	12.00@13.00
Medium	10.00@11.00	10.50@11.50	11.00@12.00	10.50@12.00
Common	8.00@9.00	10.00@10.50	9.50@11.00	9.50@10.50
BULLS:				
Good	.....	.....	10.00@11.00	.....
Medium	.....	.....	9.50@10.00	.....
Common	7.75@8.25	.....	8.50@9.00	.....

Fresh Veal—

Choice	18.00@19.00	.....	18.00@21.00	20.00
Good	16.00@17.00	.....	16.00@18.00	17.00@19.00
Medium	13.00@15.00	12.00@13.00	14.00@16.00	15.00@17.00
Common	10.00@12.00	10.00@12.00	10.00@13.00	10.00@14.00

Fresh Lamb and Mutton—

LAMB:				
Choice	27.00@28.00	30.00@31.00	29.00@30.00	28.00@29.00
Good	25.00@26.00	27.00@29.00	27.00@29.00	27.00@28.00
Medium	24.00@25.00	26.00@27.00	26.00@27.00	.....
Common	21.00@23.00	.....	.....	.....

YEARLINGS:				
Good	.....	.....	.....	.....
Medium	.....	.....	.....	.....
Common	.....	.....	.....	.....

MUTTON:				
Good	18.00@19.00	.....	20.00@21.00	.....
Medium	16.00@17.00	.....	18.00@20.00	19.00@20.00
Common	12.00@14.00	.....	15.00@18.00	.....

Fresh Pork Cuts—

LOINS:				
8-10 lb. average	14.00@15.00	14.00@15.00	15.00@16.50	15.00@17.00
10-12 lb. average	13.00@14.00	14.00@15.00	14.00@15.50	14.00@16.00
12-14 lb. average	12.00@13.00	12.00@13.00	13.00@14.50	13.50@15.00
14-16 lb. average	11.00@12.00	11.00@12.00	12.50@14.00	13.00@14.00
16 lbs. over	10.00@11.00	10.50@11.00	12.00@13.00	.....
SHOULDERS:				
Skinned	9.00@9.50	.....	10.00@11.00	9.50@11.00
PICNICS:				
4-6 lb. average	8.50@9.00	8.50@9.00	9.00@10.00	.....
6-8 lb. average	8.50@9.00	8.00@8.50	8.50@9.00	.....
BUTTS:				
Boston style	11.00@12.00	.....	13.00@14.00	12.00@14.00

*Veal prices include "hide on" at Chicago and New York.

WILLIAM DAVIES CO. REPORT.

(Special Correspondence of The National Provisioner)

Montreal, Can., March 20, 1924.

The financial report of the William Davies Company, Inc., for the fifteen months' period ending December 29, 1923, shows that the company suffered a net loss on operations, before providing for depreciation of plant and buildings, amounting to \$21,917, as compared with a profit of \$358,720 in the year ending September 30, 1922. Interest charges amounted to \$454,479, and special losses on canned and other goods applicable to previous years were \$152,551, reducing capital surplus from \$3,711,058 at September 30, 1922, to \$3,082,109 at the close of the period under review. No provision for depreciation of fixed assets was made.

The balance sheet shows current assets of \$4,848,190 and current liabilities of \$2,938,483, leaving net working capital at \$1,909,707 as compared with a net working capital of \$2,069,190 at the close of the previous fiscal period. Total assets stand at \$13,000,092 as against 12,168,603. Properties form the biggest single item at \$6,834,946, as against \$6,641,239. Capital stock consists of \$3,866,000. Bonded debt is \$3,113,500, as against \$1,429,300.

In his remarks to the stockholders President E. C. Fox states in part as follows:

"The chief losses have been sustained in our English export business and in our Chicago houses. In the former we had only two months of good operation. We have been faced almost steadily by declining exchange and surplus supplies of bacon products. In the latter we have not the organized domestic outlet to take care of our own production.

"The factors that have resulted in such a poor showing in 1923 have for the most part disappeared and ample reserves have been set aside for further declines in inventories, but until the English industrial situation improves we cannot look for very profitable returns from that source, although the prospect is improved from last year.

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending March 15, with comparisons:

	Week ended Mar. 15, 1924.	Week ended Mar. 17, 1923.	From Nov. 1, 1923 to Mar. 15, 1924.
PORK, BBLs.			
United Kingdom	25	256	1,469
Continent	155	1,003	13,616
So. and Cent. Amer.	.....	100	.....
West Indies	817	2,122	7,351
B. N. A. Colonies	.....	200	.....
Total	997	3,681	22,436
BACON AND HAMS, LBS.			
United Kingdom	8,816,200	10,518,200	220,272,150
Continent	8,656,500	7,163,500	150,062,025
So. and Cent. Amer.	.....	110,000	46,000
West Indies	.....	1,065,000	124,000
B. N. A. Colonies	.....	7,300	.....
Other countries	100,000	47,000	1,107,500
Total	17,572,700	18,911,000	377,001,675

LARD, LBS.			
United Kingdom	3,019,985	8,388,296	103,815,120
Continent	15,020,302	22,247,308	278,655,350
So. and Cent. Amer.	.....	483,000	1,130,000
West Indies	51,000	1,461,000	1,523,000
B. N. A. Colonies	.....	21,000	.....
Other countries	.....	100,000	73,172
Total	18,091,287	32,700,604	385,196,642

RECAPITULATION OF THE WEEK'S EXPORTS.

	From—	Pork, lbs.	Bacon and Hams, lbs.	Lard, lbs.
New York	380	9,951,700	15,244,287
Portland, Me.	3,405,000	387,000
Boston	3,205,000	1,756,000
Philadelphia	95,000
Baltimore	68,000
New Orleans	817	100,000	11,000
St. John, N. B.	911,000	530,000

Total week	997	17,572,700	18,911,000	377,001,675
Previous week	1,377	14,587,550	18,255,857	.....
2 weeks ago	1,061	17,857,100	19,355,678	.....
Cor. week, 1923	3,681	18,911,000	32,700,604	385,196,642

Comparative summary of aggregate exports in lbs., from Nov. 1, 1923, to Mar. 15, 1924.

	1923-1924.	1922-1923.	Increase	Decrease
Pork, lbs.	4,485,200	4,600,200	.....	115,000
Bacon and Hams, lbs.	377,601,675	306,215,400	71,386,275	.....
Lard, lbs.	385,196,642	351,437,958	33,758,684	.....

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market for tallow the past week was moderately active and easier, with a fair amount of outside grades equal to extra selling at equal to 7½¢, while about 500,000 lbs. of extra at New York also changed hands at 7¾¢, a decline of ½¢ from the previous week.

Demand was limited on the decline, and the undertone was barely steady. Reports that southwestern soapmakers had bought about 5,000 bbls. of cottonseed oil on last week's break attracted quite a little attention. Sentiment was more mixed and some felt that the market was dragging along the bottom. In the west, the trade continued very dull, with prices rather steady.

At the London auction on March 19th, 1,103 casks were offered of which 213 were sold, mutton tallow selling at 48@50 shillings, beef at 46@47s, and good mixed at 46s. At Liverpool Australian tallow was unchanged with choice at 46s 6d, and good mixed at 44s 9d.

At New York special was quoted at 8¾¢, extra at 7¾¢, and edible 8½¢@8¾¢. At Chicago packers' No. 1 was quoted at 7½¢, prime at 8¼¢, fancy 8½¢, and edible 8¾¢@9¢.

STEARINE—A better tone developed this week, and at New York the market was ½¢ higher, with moderate sales of oleo at 9¼¢. Reports were current indicating that production was well sold ahead for the balance of this month. At Chicago the market was dull and barely steady, with oleo quoted at 9¢.

OLEO OIL—The market was dull and irregular, with extra at New York 13¼¢, medium 11½¢, and the lower grades 10½¢. At Chicago the market was dull and easy with extra at 12¾¢.

SEE PAGE 35 FOR LATER MARKETS.

LARD OIL—The market has been fairly steady with demand rather quiet. At New York edible was quoted at 14¼¢, extra at 11½¢, No. 1 at 11¼¢, and No. 2 at 11¢.

NEATSFOOT OIL—The market has been holding steady, with raw materials and with a fair demand. At New York pure was quoted at 14¾¢, extra at 11½¢, No. 1 at 11¼¢, and cold-pressed at 17½¢.

GREASES—An easier tone was in evidence the past week, influenced somewhat by a lower market for tallow, a rather limited demand, and fair offerings. Export clearances were of liberal volume, and sales of choice white were reported at 8.95¢ for export. At New York yellow and choice house were quoted at 6½¢@6¾¢, A white 7¾¢@7½¢, B white 7½¢@7¼¢, choice white 8¾¢@8¼¢.

At Chicago demand for greases was reported as dull with the market steady and brown quoted at 6¼¢, yellow 6¾¢@7¢, B white 7½¢@7¾¢, A white 7½¢ and choice white 7@7¾¢.

MEAT PACKING IN URUGUAY.

During the month of December, 1923, there was a heavy movement in the cattle markets of Uruguay as all the large meat packing plants and salting houses were working to full capacity. A total of 87,202 cattle and 185,915 sheep were sold during the month. The cattle were divided as follows: 2,633 oxen, 51,701 steers, 25,918 cows, and 6,950 yearlings. The number of cattle, sheep, and lambs slaughtered by the three largest packing houses during December were as follows: 46,011 cattle, 139,358 sheep and lambs.

According to Consul Thomas H. Bevan, Montevideo, Uruguay, in a report to the Department of Commerce, the shipments of meat products during December, 1923, were as follows: 122,774 frozen quarters, 40,418 chilled quarters, 72,205 sheep carcasses, 25,712 lamb carcasses, 291 veal sides, and 1,046,214 kilos of dried beef.

GROWERS OWN PACKING PLANT.

According to "La Razon," Buenos Aires, a new co-operative meat salting plant has just been inaugurated at Santo Tome, Province of Corrientes. This plant was established through the initiative of the

most important cattle raisers of that province, associated as the cattle raisers who are behind the co-operative meat salting plant at Concordia and Gualaguaychu, both in the Province of Entre Rios.

These cattle raisers are following the plan of converting their own cattle into jerked beef in an effort to improve the unsatisfactory conditions produced by the cattle crisis. These plants supply the demand for jerked beef, providing no new markets are added to those of Brazil and Cuba, according to a report from Consul General Henry H. Morgan, Buenos Aires, Argentina, to the Department of Commerce.

Packinghouse By-Products Markets

Blood.

Chicago, March 20, 1924.

The blood market is softer. Sales have been made at \$3.25 Chicago, for high grade ground blood.

	Unit ammonia.
Ground	\$3.25@3.35
Crushed and unground	3.00@3.15

Digester Hog Tankage Materials.

The market is very quiet. Sales of high grade unground have been made at \$2.25.

	Unit ammonia.
Ground, 10 to 12%, ammonia.....	\$2.50@2.60
Unground, 10 to 12%, ammonia.....	2.30@2.40
Unground, 7 to 9%, ammonia.....	2.00@2.20

Fertilizer Tankage Materials.

There have been some inquiries in this market at lower prices. Sales of unground material have been made at \$2.85, Atlanta.

	Unit ammonia.
High grade, ground, 10-11%, ammonia.....	\$2.40@2.50
Lower grade, ground, 6-9%, ammonia.....	2.10@2.30
Medium to high grade, unground.....	1.75@2.00
Low grade and country rend., unground.....	1.40@1.65
Hoof meal	2.40@2.50
Grinding hoofs, pigs' toes, dry	26.00@28.00

Bone Meals.

The bone meals market continues very slow.

	Per ton.
Raw bone meal	\$25.00@28.00
Steamed, ground	18.00@20.00
Steamed, unground	13.00@15.00

Cracklings.

The crackling market is quiet. Buyers have reduced their ideas further. The top is around 50¢ a unit, Chicago and Chicago freight basis.

	Per ton.
Pork, according to grease and quality.....	\$30.00@40.00
Beef, according to grease and quality.....	20.00@27.50

Bones, Horns and Hoofs.

The market for bones is active, as is also the horn market. Hoofs are indifferent. A little trading has developed at around \$31.00.

No. 1 horns	\$100.00@200.00
No. 2 horns	90.00@100.00
No. 3 horns	65.00@ 75.00
Culls	28.00@ 30.00
Hoofs, black and striped, unassorted ..	28.00@ 30.00
Hoofs, white, unassorted.....	40.00@ 45.00
Round shin bones, unassorted, heavies.....	65.00@ 70.00
Round shin bones, unassorted, lights.....	55.00@ 60.00
Flat shin bones, unassorted, heavies.....	50.00@ 55.00
Flat shin bones, unassorted, lights.....	40.00@ 45.00
Thigh bones, unassorted, heavies	75.00@ 80.00
Thigh bones, unassorted, lights	65.00@ 70.00

Glue and Gelatin Stock.

Jaws, skulls and knuckles are quoted at \$30.00. Junk bones, \$25.00. Sinews, \$23.00 asked, \$20.00 bid.

	Per ton.
Calf stock	\$24.00@27.00
Edible pig skin strips	75.00@85.00
Rejected manufacturing bones	38.00@40.00
Horn piths	20.00@22.00
Cattle jaws, skulls and knuckles.....	30.00@32.00
Junk and hotel kitchen bones.....	23.00@25.00
Sinews, pizzles and hide trimmings.....	17.00@19.00

Animal Hair.

The hog hair market continues rather

quiet. Recent quotations follow, delivered, Chicago basis:

Field and coll dried, winter, lb.....	2¼@3¢
Processed, winter, lb.	6@7¢
Dyed, winter	7¼@8¢
Cattle switches (110 for 100); each.....	2¼@3¢
Horse tails, each	40@45¢
Horse mane hair, green, lb.....	8½@9¢
Unwashed dry horse mane hair, lb.....	12½@13½¢

Pig Skin Strips.

There is little demand for pig skin strips. Sellers have asked 5¢ per lb., basis Chicago, while buyers are offering 4@4½¢ for No. 1 tanning grades, and a little trading has developed at 4¢ for Nos. 2 and 3.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Mar. 19, 1924—Several hundred tons of ground tankage were sold at \$2.75 & 10¢ and unground tankage was sold at \$2.50 & 10¢ f. o. b. New York. These sales were made at lower prices than have prevailed during the last three years, and it would not be surprising if sales were made soon at even lower prices unless an unexpected demand should come up within the near future.

Local importers report practically no business being done in ammoniates at Southern ports from stocks in store.

One sale of high grade ground South American tankage made at \$2.85 & 10¢ c. i. f. a Pacific Coast port for prompt shipment from South America, and further quantities are offered at this same figure.

Nitrate of soda is in demand and holds firm in price—bonemeals, nitrogeous, etc., and all dropping in price.

F. C. ROGERS BROKER Provisions

Philadelphia Office:
267 North Front Street

Trenton, N. J.
Frost-Richie Building
State & Warren Streets

New York Office:
431 West 14th Street

Margarine Restrictions Increase Living Costs

Millions of dollars are added unnecessarily to the yearly food bill of the American people by laws hampering the manufacture and sale of edible fats other than butter, says a report of the Institute of Margarine Manufacturers. From an analysis of food legislation, undertaken for the information of its members, who include virtually all the large margarine manufacturers of the country, the institute concludes that no other widely used article of diet has to run so severe a legal gauntlet as margarine.

"No one can study the Federal and State laws," says the report, "without realizing that margarine has been the victim of propaganda which can have but one object—keeping up the price of butter. The margarine industry has reached the point where it must fight for its rights and the rights of the consumer who does not realize what a heavy price he pays for the special protection now enjoyed by the dairy interests.

Foolish Handicaps.

"An outstanding example of the statutory handicaps forced upon the industry is the Federal law which forbids the retailer to remove a single pound of margarine from a shipping case until it is sold and ready for delivery. This prevents the grocer from taking out the unit packages and putting them in his ice box.

"It cost the industry, and indirectly the consumer, between \$50,000 and \$100,000 a year, just because the Bureau of Internal Revenue for many years required the retail dealer to put the word 'Oleomargarine,' the net weight and his name and address on the paper bag or sheet of paper used in wrapping a package of oleomargarine delivered to a customer, in spite of the fact that all cartons, in which 95 per cent of oleomargarine is now sold, must bear a statement of the net weight and the word 'Oleomargarine.' Although this law has been repealed by the Federal Government, the requirement remains in three states.

"In the state of Iowa all margarine must be labeled with the words, 'Substitute for Butter.' Minnesota has made the use of such a label unlawful. The annoyance of these conflicting laws to a dealer in Keokuk, Iowa, for example, is easy to imagine.

"It is impossible under present legislative restrictions for a margarine manufacturer doing business in every state of the Union to use a standard container. If all the words required by the various states and by the Federal Government were put on a package of margarine, they would have to be so small as to be almost illegible.

Can't Tell What's in It.

"The most glaring inconsistency in these anti-margarine laws is the statute that actually forbids the industry from telling what its product is made of. Notwithstanding the fact that there is not a pound of margarine advertised in this country but what milk, or skimmed milk, or butter or two of these foodstuffs, as well as wholesome edible fats and oils are

used in its manufacture, some states make it unlawful to advertise this fact. We have actually been prosecuted for using the word 'churned' in advertising our product, notwithstanding the fact that we put ripened milk and fats and oils into a sure enough churn, and turn the churn until the mixture is what is called oleomargarine.

"The laws do not provide that we shall not use such terms in a way that is false (Continued on page 42.)

SOUTHERN MARKETS.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Mar. 20, 1924.—Crude quiet at 8½¢, bid, Valley; mills holding for higher prices. Forty-one per cent protein meal, \$40.50; loose hulls, \$14.00@15.00 Memphis.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 20, 1924.—Prime crude higher at 8½¢ bid, nothing offering. Mills expecting advances. Thirty-six per cent meal, \$39.00; 41% meal, \$41.50; 43% meal, \$44.00; loose hulls, \$14.50; sacked hulls, \$18.50, all per ton delivered New Orleans.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., March 20, 1924.—Crude cottonseed oil, \$8.00@8.15; cracked cake and meal offered at \$35.00 Galveston. Slab cake, \$37.75, bid, f.o.b. Galveston; hulls, \$8.50@10.00 on location; sacked hulls, \$13.00; linters, first cut, 9@10¢; second cut, 4@5¢; mill run, 5@7¢, active.

What's the Matter?

In connection with the discussion on "What's the Matter with the Cotton Oil Business," begun in the last issue of THE NATIONAL PROVISIONER, the following response comes from one of the best-known men in the industry in the South:

I want to congratulate you on the good work you have done for the cotton oil mill business in publication of the article in your March issue, page 38, by someone who is closely in touch with the industry but not interested.

He certainly must know a good deal about the business, for it's my opinion that in every section of his communication he states the facts pretty cleverly. If it would only be read and considered seriously by the oil mill managers, it would have good effect.

I hope you will keep the good work up, and induce some of the oil men to join you in these discussions.

The discussion will be continued in an early issue of THE NATIONAL PROVISIONER. As suggested, comment from oil mill men is cordially invited. Go to it!

COTTONSEED AND PRODUCTS.

The Census Bureau report on cottonseed oil and its products is as follows:

COTTONSEED.			
	1923-24.	1922-23.	
Stocks, August 1, 1923.....	12,000	13,000	
Received at mills, 7 months.....	3,122,000	3,113,000	
Crushed, same time.....	2,742,000	2,816,000	
On hand February 29.....	386,000	305,000	
CRUDE OIL.			
Stock, August 1, 1923.....	5,036,000	6,905,000	
Produced, 7 months.....	807,708,000	860,331,000	
Shipped out same time.....	703,583,000	787,013,000	
Stock February 29.....	128,518,000	86,959,000	
REFINED OIL.			
Stock, August 1, 1923.....	137,998,000	163,851,000	
Produced, 7 months.....	596,697,000	700,930,000	
Stock, February 29.....	205,078,000	227,465,000	
Exports, seven months, crude.....	17,879,000	19,479,000	
Exports, seven months, refined.....	8,988,000	29,416,000	
REFINED COTTONSEED OIL CONSUMPTION.			
	1923-24.	1922-23.	
Stock, August 1, 1923.....	137,998,000	163,851,000	
Produced, seven months.....	596,697,000	700,930,000	
Total supply.....	734,695,000	864,781,000	
Stock, February 29.....	205,078,000	227,465,000	
Consumption domestic and ex- port, 7 months.....	529,617,000	637,316,000	
Equal in barrels.....	1,324,000	1,594,000	

Total disappearance of refined oil for the month was apparently 163,000 bbls. against 203,000 bbls. the previous month and 187,000 bbls. last year. The visible supply of oil and seed was equal to 1,068,000 bbls. against 1,144,000 bbls. the previous month and 975,000 barrels last year.

The visible supply decreased for the month 76,000 bbls. against a decrease last year of 103,000 bbls.

The total disappearance of refined oil for seven months this year has been 1,324,000 bbls. or 269,000 bbls. less than the total for seven months last year.

The apparent disappearance of seed, crude and refined oil for the month was 175,000 bbls.

VEGETABLE OIL MARKETS.

COCOANUT OIL—The market the past week has been rather quiet and easier with prices about ½¢ lower, with occasional sales at 8¼¢ coast, and rumors of some sales at 8½¢.

In the east the market has been rather dull. At New York Ceylon in barrels was quoted at 9½¢@9¾¢, tanks New York 8¾¢@8½¢, tanks coast 8½¢@8¼¢; Cochin type, barrels, New York, 10¢@10½¢; edible, barrels, New York, 11¢@11½¢.

SOYA BEAN OIL—Lack of supplies continues to restrict trade, but there have been fair inquiries in the market, and reports indicated that stocks on the Pacific coast had been cleaned up. At New York crude in barrels was quoted at 11¼¢@12¢, tanks New York 10¾¢, tanks coast 10¢@10½¢, edible barrels New York 12½¢@13¢—sellers' tanks f.o.b. Norfolk 10½¢.

PEANUT OIL—Limited supplies continue to make for a firm market, with refined New York quoted at 15½¢@16¢. A Government report indicated prospects for a 17 per cent increase in peanut acreage.

CORN OIL—A rather sharp decline featured the market, and a fair business was reported, basis 8½¢, buyers' tanks, f.o.b. mills. Demand for refined oil was spasmodic. At New York crude in barrels was quoted at 11½¢@11¾¢; tanks Chicago 8½¢, refined barrels New York 12½¢@13¢, and in cases \$13.38.

PALM OIL—The market showed little or no change, with demand quiet but offerings rather steadily held. An easy tone in tallow tended to make for bids under the market. At New York Lagos spot was quoted at 7¼¢, shipment 7.70@7.75¢, Niger spot and shipment 6¾¢.

PALM KERNEL OIL—Trade was quiet and the market with casks New York quoted at 9¢@9¼¢.

SESAME OIL—Demand has been limited, with cotton oil relatively cheaper and spot barrels New York quoted at 11¼¢@11½¢, with prompt shipment from abroad quoted at 11¼¢, New York.

COTTONSEED OIL—Demand showed some improvement, but on bulges the trade is holding off. Refined barrels New York quoted at 10¾¢@11¢, Texas bleachable 9¼¢, southeast and Valley crude 8¼¢@8½¢—Texas 8.15@8.25¢.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trading Moderate—Market Firmer—Cash Trade Improves Somewhat—Crude Tightly Held—Some Soap-Kettle Buying Reported—Government Report Had been Discounted.

Operations in cotton oil futures on the New York Produce Exchange the past week continued moderate in volume, but the undertone was somewhat firmer, and at one time prices were up .40 to .50 from the low levels of the season made the previous week. An over-sold condition developed on the decline, and it took but little scattered covering and buying to bring about the rally, as the technical position of the market had been strengthened, and sentiment was more two-sided.

Fresh buying power did not follow the bulges readily, and there were several reactions, but it was noticeable that on the breaks buying power improved. The market maintained a much better undertone, notwithstanding persistent weakness in lard, with May lard again selling into new low ground for the season again this week.

Better Demand a Feature.

The feature of the advance was a better demand from consumers for oil and com-

pound. For a time the buying was quite brisk, but the upturn in prices and the action in the lard market checked the cash buying, and made for a disposition among consumers to await developments.

Reports were current indicating that leading southwestern soap manufacturers had bought about thirty-five tanks of refined oil (about 5,000 bbls.) last week, on the basis of eight-cent Texas crude. This helped the market considerably as reports circulated of buying for the soap-kettle. This buying appeared to have strengthened the south's ideas, also, as crude offerings dried up, and the crude market was about $\frac{3}{8}$ c per lb. better than last week's lows.

The buying of the soap makers, it is true, was not sufficient to have an important effect on the market, but nevertheless it confirmed the ideas of those who had felt that the decline was being overdone, and who contended that the soap-kettle would be a factor on any important declines from the eight-cent crude level. The tallow market was affected by this report and was $\frac{1}{8}$ c lower, extra at New York selling at $7\frac{3}{4}$ c.

Lard Market Heavy.

The lard market was persistently heavy,

and tended to keep the oil advance in check, but in the main had very little influence this week. From a premium of 1.50 over May oil, May lard dropped to 1.10 over at one time, and the narrowing of the differences attracted quite a little attention.

With seven months of the cotton-oil season gone into history, there is a better idea of supplies available for the balance of the season, and the big question from now on will be the extent of the demand. To be sure, the supplies of oil in the country are not burdensome, if this commodity is to be favored with anything like normal consumption for the next five months.

The situation surrounding the market has been gradually reversing itself, and whereas conditions and statistics have been against the market throughout the decline, the factors which brought about the weakness are gradually being corrected, with the result that conditions and statistics can now be looked upon as more favorable, rather than destructive.

Cottonseed oil prices at present are roughly two cents a pound under those prevailing at this time last year, and cotton oil futures are running about $1\frac{1}{4}$ c per lb. under lard futures, whereas oil and lard were selling at about the same levels at this time last year. Around this time a year ago, cotton oil was at about the peak of the movement, whereas this year

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it is within striking distance of the season's lowest levels, made last week.

Should Help Distribution.

The present prices should materially aid distribution, and incidentally the market has approached the season of the year when consumption last year was curtailed by high prices, so that at the present time the belief is general, even in bearish quarters, that consumption during March, April and May, should and will be somewhat heavier than it was for those months last year.

At the present writing, the only bearish factors that are emphasized in the situation are the prospective lard developments, owing to limited foreign demand for pure lard, and the fact that the bulk of the cottonseed oil visible supply is in the hands of the southern mills, the mills holding nearly twice as much oil, in all positions, as at this time a year ago.

The fact that the American Cotton Oil Co. has deserted the trade, and will not carry any of the stocks this year, is emphasized as a bearish influence, as is the claim that the Southern Cotton Oil Co. is, and will continue to be, working on a hand-to-mouth basis, and carry as small stocks as possible. These arguments may prove of vital importance, but on the other hand, it might just as well be said that the reason the mill stocks are double

those of a year ago, is because of the fact that these two distributors have no stocks, and also that no matter who carries the stock, it does not add one pound to the supply.

It Has to be Carried.

The fact remains that some one has to carry it and it may be very fortunate for the mills, before the season is over, to have carried the oil which ordinarily the above-mentioned companies would have been holding. The market for some time has been worked to death on "the weak holders in the south" and judging by the action of the mills the past week, it would appear as though the weak ones had been eliminated. Within the past week there has been some selling of crude by mills in the Carolinas, who were reported to have bought seed at \$38 per ton.

The Government report placed February consumption at 153,000 bbls., or about as expected, against 187,000 in February last year. Consumption for the seven months has been 1,324,000 bbls. or 269,000 less than for the same time last year, but a remarkable feature is the fact that while consumption to date is 269,000 less, the visible supply March 1st is 1,063,000 bbls., or only 88,000 bbls. more than it was on March 1 last year.

Seed receipts during the month were below expectations amounting to 147,000 tons against 93,000 tons last year. Allowing for 200,000 tons of seed to come to market after March 1st, and for a carry-over of about 400,000 bbls., there is available for consumption the next five months roughly 800,000 bbls., or about 160,000 bbls. a month.

Consumption the last five months last year was 740,000 bbls. so that there is a possibility, even, that the consumption will be more than 800,000 bbls. for the balance of this season, depending entirely upon how fast prices may advance, as a sharp upturn in oil, without an advance in lard, would undoubtedly curtail consumption of oil greatly.

COTTONSEED OIL—Market transactions:

THE EDWARD FLASH CO.

29 BROADWAY, N. Y. CITY

BROKERS EXCLUSIVELY

VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Coconut Oil

COTTON OIL FUTURES

On the New York Produce Exchange

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Puritan, Winter Pressed Salad Oil
Borens, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow
White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil

Moonstar Coconut Oil
P&G Special (Hardened) Coconut Oil

Refineries: IVORYDALE, OHIO
FORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GEORGIA
JALLAS, TEXAS
HAMILTON, CANADA
General Offices: CINCINNATI, OHIO
Cable Address: "Procter"

Thursday, March 13, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			930	a 970
Mar.			930	a 970
Apr.	100	933 933	930	a 960
May	3500	966 952	965	a 966
June			980	a 992
July	2700	1005 997	1004	a 1006
Aug.	100	1008 1008	1013	a 1018
Sept.	1000	1022 1016	1024	a 1025
Oct.	400	967 960	968	a 982

Total sales, including switches, 8,800 P.
Crude S. E. 860 Sales.

Friday, March 14, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			950	a 1000
Mar.			950	a 985
Apr.			960	a 980
May	3200	992 971	984	a 985
June			995	a 1010
July	9700	1033 1018	1024	a 1026
Aug.	100	1030 1030	1031	a 1035
Sept.	4800	1047 1038	1035	a 1039
Oct.	200	985 980	978	a 980

Total sales, including switches, 20,800 P.
Crude S. E. 812½-837½.

Saturday, March 15, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			970	a 990
Mar.			970	a 990
Apr.			970	a 990
May	800	995 989	994	a 996
June			1010	a 1025
July	1100	1036 1027	1032	a 1033
Aug.	500	1038 1037	1037	a 1045
Sept.	2800	1050 1041	1045	a 1048
Oct.	300	995 995	990	a 993

Total sales, including switches, 6,100 P.
Crude S. E. 825 Bid.

Monday, March 17, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			970	a 990
Mar.			970	a 990
Apr.			970	a 980
May	4100	1000 987	987	a 988
June			1010	a 1017
July	6400	1040 1028	1028	a 1029
Aug.			1033	a 1039
Sept.	1200	1053 1047	1042	a 1045
Oct.	200	1001 1001	980	a 993

Total sales, including switches, 17,700 P.
Crude S. E. 837½ Bid.

Tuesday, March 18, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			950	a 985
Mar.			960	a 985
Apr.			960	a 980
May	2900	986 975	982	a 984
June			1000	a 1010
July	4300	1030 1016	1024	a 1025
Aug.	500	1027 1023	1030	a 1035
Sept.	2200	1035 1027	1036	a 1037
Oct.			980	a 1000

Total sales, including switches, 11,500 P.
Crude S. E. 825-837½.

Wednesday, March 19, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			965	a 1000
Mar.			965	a 1000
Apr.			965	a 980
May	1500	992 975	989	a 990
June			1000	a 1020
July	5600	1035 1017	1030	a 1031
Aug.			1035	a 1040
Sept.	3600	1046 1030	1042	a 1043
Oct.	100	995 995	990	a 995

Total sales, including switches, 15,400 P.
Crude S. E. 830 Bid.

Thursday, March 20, 1924.

	—Range—		—Close.	
	High.	Low.		
Spot			960	a 1000
Mar.			960	a 1000
Apr.			960	a 1000
May	991	988	985	a 988
June			1000	a 1015
July	1032	1025	1025	a 1027
Aug.			1030	a 1035
Sept.	1045	1043	1037	a 1040
Oct.			985	a 990

SEE PAGE 35 FOR LATER MARKETS.

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions.

Hog products very dull and weak toward close of week. Lard at new season's lows with export trade unimproved. Hog receipts liberal; domestic trade moderate; support lacking and some hedging pressure in evidence.

Cottonseed Oil.

Cotton oil very dull; barely steady latter part of week. Heaviness in lard checking buying power but offerings small. Some talk current of prospective liberal May deliveries, but the Maine fish packing season commences in mid-April and may prove an important factor. Texas crude, 8½¢ sales. Southeast and Valley, 8¾¢. Professional sentiment very bearish.

Quotations on cotton seed oil at Friday noon, were: March, \$9.60@9.90; April, \$9.50@9.75; May, \$9.80@9.82; June, \$9.90@10.10; July, \$10.20@10.22; August, \$10.25@10.32; September, \$10.33@10.36; October, \$9.75@9.95.

Tallow.

Tallow, extra, 7½¢ n.

Oleo Oil and Stearine.

Stearine, 8½¢.

FRIDAY'S GENERAL MARKETS.

New York, March 21, 1924.—Spot lard at New York, prime western, \$11.50@11.60; middle western, \$11.35@11.45; city steam, \$11.25; refined, continent, \$12.25; South American, \$12.50, Brazil kegs, \$13.50, compound, \$12.00@12.25.

Liverpool Provision Markets.

Liverpool, March 21, 1924.—(By Cable.)—Quotations today: Shoulders, square, 57s; New York, 56s; Shoulders, picnics, 50s; hams, long cut, 76s; hams, American cut, 81s; bacon, Cumberland cut, 63s; bacon, short backs, 74s; bellies, clear, 68s; Wiltshires, 65s; spot lard, 66s 3d.

Hull Oil Market.

Hull, England, March 21, 1924.—(By Cable.)—Refined cottonseed oil, 45s 6d; crude cottonseed oil, 40s.

COTTON SEED OIL EXPORTS.

Exports of cottonseed oil from New York March 1 to March 19, none.

ARGENTINE BEEF EXPORTS.

Cabled reports of Argentine exports of beef this week up to March 21, 1924, show exports from that country were as follows: To England, 67,044 quarters; to the continent, 107,592 quarters; to other ports, none.

Exports for the previous week were as follows: To England, 114,668 quarters; to the continent, 64,075 quarters; to United States, 1,710; other ports, 6,830.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 15, 1924, with comparisons:

	Week ending Mar. 15, 1923.	Previous week.	Cor. week.
Western dressed meats:			
Steers, carcasses	1,543	1,404	2,391
Cows, carcasses	1,441	1,272	1,990
Bulls, carcasses	62	36	38
Veals, carcasses	1,354	1,064	1,110
Lambs, carcasses	10,500	12,073	15,063
Mutton, carcasses	771	233	839
Pork, lbs.	279,611	384,076	282,994
Local slaughters:			
Cattle	1,600	1,852	1,341
Calves	3,215	2,685	3,119
Hogs	16,572	16,498	21,200
Sheep	3,187	4,508	5,086

TRADE GLEANINGS.

The Southern California Meat Company plans to erect a new packing plant on Vernon avenue, Los Angeles, Calif.

The Greenwald Packing Corp., Baltimore, Md., has opened a new meat market, its tenth in that state, in Hagerstown, Md.

The Kalbitzer Packing Co., Wheeling, W. Va., has acquired a tract of land adjoining its plant for the erection of an addition to the plant.

The J. P. Hynes Packing Corp. plans to erect a new packing plant in Sacramento, Calif.

The Pacific Prepared Meat Products Co., Seattle, Wash., has changed its name to Hedlund & Co.

The Enterprise Packing Company, Enterprise, Ore., has opened a new meat market in LaGrande, Ore. This is the fifth in the company's string.

The Farmers & Merchants Cotton Oil Co., Tipton, Okla., is increasing the capacity of its plant.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending March 15, 1924, with comparisons, as follows:

	Week ending Mar. 15, 1923.	Previous week.	Cor. week.
Western dressed meats:			
Steers, carcasses	5,838	6,904½	6,668
Cows, carcasses	962½	1,135	1,067
Bulls, carcasses	209½	388	201
Veal, carcasses	10,553	12,466	11,750
Hogs and pigs	2,912	2,912	2,912
Lambs, carcasses	16,725	22,696	24,605
Mutton, carcasses	4,982	3,877	5,300
Beef, cuts, lbs.	155,637	410,311	157,188
Pork, cuts, lbs.	1,160,361	1,752,512	1,539,257
Local slaughters:			
Cattle	9,163	9,420	10,075
Calves	11,502	14,053	13,428
Hogs	62,501	60,947	52,813
Sheep	37,741	39,227	33,997

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 15, 1924:

	Week ending Mar. 15, 1923.	Previous week.	Cor. week.
Western dressed meats:			
Steers, carcasses	2,275	2,148	2,008
Cows, carcasses	794	910	555
Bulls, carcasses	227	165	39
Veal, carcasses	2,101	2,219	1,113
Lambs, carcasses	6,533	7,123	5,369
Mutton, carcasses	1,037	1,075	1,544
Pork, lbs.	549,497	575,285	392,132
Local slaughters:			
Cattle	2,419	2,307	2,160
Calves	1,962	2,433	2,627
Hogs	23,803	22,976	22,819
Sheep	4,290	5,508	5,297

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, March 19.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda \$3.76 @3.91 per cwt.; 98 per cent powdered caustic soda \$4.16@4.56 per cwt.; 58 per cent carbonate of soda \$2.04@2.10 per cwt.

Clarified palm oil in casks of 2,000 lbs. 7¾@8¢ lb.; olive oil foots 10@10¼¢ lb.; East India Cochin cocoanut oil 14¢ lb.; Cochin grade cocoanut oil, domestic 10¾@11¢ lb.; Ceylon grade cocoanut oil 9¾@10¼¢ lb.

Prime summer yellow cottonseed oil 11 @11¼¢ lb.; soya bean oil 12¼@12½¢ lb.; linseed oil 94@96¢ gallon; crude oil in barrels 10¾¢ lb.; peanut oil in barrels, New York, deodorized 16½¢ lb.; peanut oil in tanks, f.o.b. mills 12¢ lb.

Extra tallow, f.o.b. seller's plant 7½¢ lb.; dynamite glycerine nominal 16¢ lb.; saponified glycerine, nominal 12¼¢ lb.; crude soap glycerine, nominal 10¼¢ lb.; chemically pure glycerine, nominal 16¼¢ lb.; prime packers grease, nominal 6¾@7¢ lb.

RECEIPTS AT CENTERS.

SATURDAY, MARCH 15, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	7,041	54	5,717
Kansas City	10,000	10,000	9,000
Omaha	9,000	12,500	10,000
St. Louis	3,000	17,000	1,000
St. Joseph	3,500	6,500	7,500
Sioux City	3,200	7,500	1,000
St. Paul	36,900	16,000	6,000
Oklahoma City	800	1,000	...
Fort Worth	200	500	...
Milwaukee	...	300	...
Denver	300	400	300
Louisville	100	1,500	100
Wichita	100	300	...
Indianapolis	200	4,000	200
Pittsburgh	300	2,000	300
Cincinnati	300	2,000	100
Buffalo	100	1,500	1,500
Cleveland	100	2,500	500
Nashville, Tenn.	100	1,300	...
Toronto	300	400	...

MONDAY, MARCH 17, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	22,000	77,000	18,000
Kansas City	10,000	17,000	5,000
Omaha	9,500	12,500	5,500
St. Louis	3,500	17,000	1,500
St. Joseph	3,800	8,000	5,000
Sioux City	3,200	8,500	1,000
St. Paul	4,000	16,000	6,000
Oklahoma City	800	1,000	...
Fort Worth	1,300	1,500	800
Milwaukee	400	600	100
Louisville	800	2,400	200
Wichita	1,200	1,500	...
Indianapolis	1,300	4,000	100
Pittsburgh	1,500	8,000	2,500
Cincinnati	1,400	4,100	100
Buffalo	1,800	16,000	7,600
Cleveland	1,400	8,000	800
Nashville, Tenn.	400	2,200	100
Toronto	2,500	1,800	200

TUESDAY, MARCH 18, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	24,000	16,000
Kansas City	6,000	6,500	5,000
Omaha	7,800	12,000	11,000
St. Louis	5,000	16,000	900
St. Joseph	2,000	4,000	6,000
Sioux City	3,000	15,000	...
St. Paul	2,200	17,500	100
Oklahoma City	500	700	...
Fort Worth	1,000	800	500
Milwaukee	...	300	200
Louisville	1,000	3,300	11,000
Wichita	200	1,500	100
Indianapolis	600	300	...
Pittsburgh	1,000	9,000	100
Cincinnati	100	1,500	300
Buffalo	400	3,000	1,000
Cleveland	200	3,500	1,000
Nashville, Tenn.	100	1,400	...
Toronto	1,000	2,000	600

WEDNESDAY, MARCH 19, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	23,000	11,000
Kansas City	7,500	8,000	4,000
Omaha	10,000	12,000	12,500
St. Louis	3,000	15,000	1,000
St. Joseph	2,500	8,000	4,000
Sioux City	3,200	22,000	1,000
St. Paul	2,800	20,000	500
Oklahoma City	500	700	...
Fort Worth	600	800	...
Milwaukee	900	1,200	200
Denver	900	1,400	13,000
Louisville	200	2,500	200
Wichita	600	800	...
Indianapolis	1,200	9,000	200
Pittsburgh	100	2,500	200
Cincinnati	300	4,000	100
Buffalo	300	7,500	500
Cleveland	300	8,000	500
Nashville, Tenn.	100	2,300	...
Toronto	1,500	3,000	100

THURSDAY, MARCH 20, 1924.

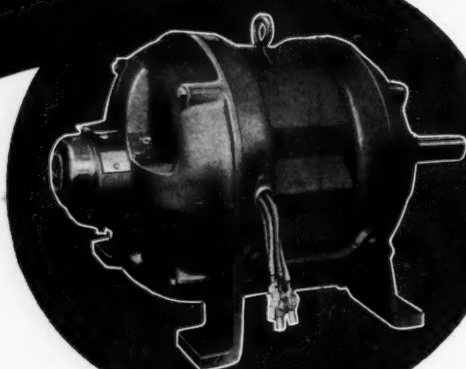
	Cattle.	Hogs.	Sheep.
Chicago	12,000	42,000	13,000
Kansas City	5,500	7,000	4,000
Omaha	6,000	21,000	14,000
St. Louis	1,500	12,000	1,200
St. Joseph	1,900	6,000	3,800
Sioux City	2,000	16,500	...
St. Paul	1,800	11,500	300
Oklahoma City	100	300	...
Fort Worth	800	1,200	300
Milwaukee	600	3,000	200
Denver	1,100	2,700	11,600
Wichita	500	1,200	...
Indianapolis	1,200	9,000	200
Pittsburgh	100	3,000	900
Cincinnati	400	5,500	400
Buffalo	100	1,000	1,600

FRIDAY, MARCH 21, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	47,000	7,000
Kansas City	1,200	5,500	1,500
Omaha	2,300	15,500	7,000
St. Louis	700	12,000	400
St. Joseph	400	6,000	2,000
Sioux City	2,500	16,000	...
St. Paul	900	12,500	200
Oklahoma City	400	700	...
Fort Worth	1,600	500	300
Milwaukee	100	500	100
Denver	400	400	7,800
Indianapolis	600	6,000	100
Cincinnati	500	3,500	100
Buffalo	100	4,800	5,000
Pittsburgh	...	2,300	...

LARD AND GREASE EXPORTS.

Exports of lard from New York, March 1 to March 19, were 48,662,558 lbs.; tallow, 440,000 lbs.; greases, 3,962,000 lbs.; and stearine, 71,600 lbs.



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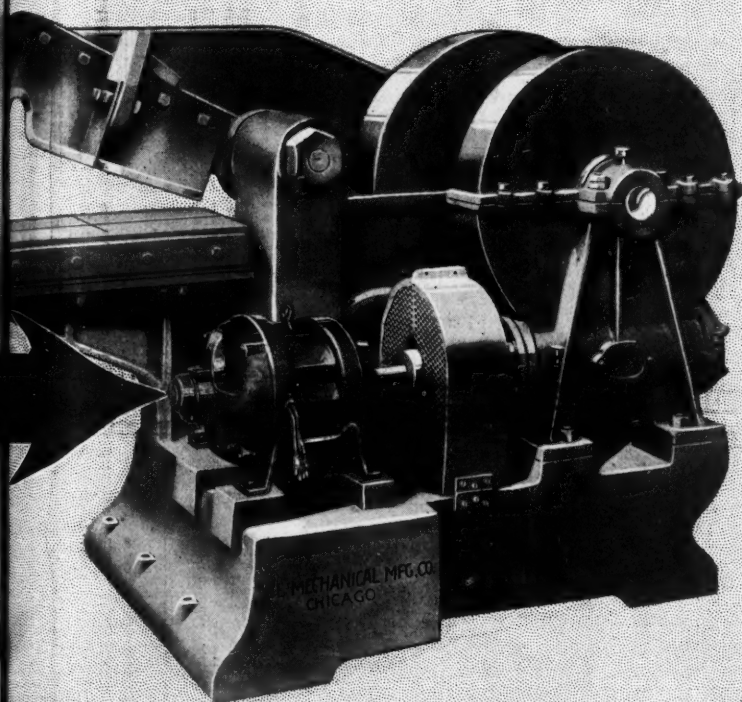
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LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, March 20, 1924.

CATTLE.—Fat steers uneven, good and choice grades scarce, active and strong, kinds of value to sell at \$10.00 and below 15@35c higher for week. Shipping demand broad, competition between killers and stocker and feeder buyers effective in boosting lower grades showing desirable quality.

Several loads 1450@1500-lb. bullocks, \$12.00; best yearlings, \$11.25; bulk fed steers \$8.00@10.25; few short-fed steers carrying much weight under \$8.00 at close.

She stock strong to 25c higher, beef heifers showing most advance; baby beef yearling heifers upward to \$9.90 in load lots; bulls slow, closing 15@25c lower, few heavy bolognas today above \$4.90; vealers finishing 25@50c higher, packers taking bulk of light and handyweights today at \$9.50@10.25.

HOGS.—Slightly decreased receipts at most centers, coupled with greater shipper activity here stimulated trade. Butchers scored 5@15c advances with light lights 10@25c up; packing sows showed 15@25c gains and slaughter pigs advanced 75c to \$1.00 as compared with last Thursday.

Slight improvement appeared in quality, while this gained importance as factor in commanding top prices. Better light medium and heavyweights sold at practically the same quotations with a narrow spread releasing bulk of qualified offerings of all weights. Best butchers today topped at \$7.50, or 5c under the high mark last Thursday and 15c below the crest of the current year.

SHEEP.—Activity on the part of the shippers was accountable for a large share of the week's advance of 75c on fat lambs. Scarcity of aged stock served to elevate values equally as much as fat lambs and best lightweight yearlings showed even more price gain.

Best fat lambs during the week realized \$16.75 with bulk of desirable offerings from \$16.25@16.65. Best clipped lambs made \$14.75 and choice lightweight yearlings brought \$15.25.

Fat ewes during the week reached a new year's high mark of \$11.50 and bulk of fleshy offerings sold from \$10.00@11.25.

Active demand for shearing lambs accounted for more than the usual percentage of woolled offerings at slightly higher values.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
East St. Louis, Ill., March 20, 1924.

CATTLE.—Slightly improved conditions in eastern beef centers and better demand were the factors involved in the advance of beef steers during the current week. Compared with week ago beef steers at \$7.00 and up were 25c higher; other steers steady; choice light yearling steers and heifers steady; lower grades 25c lower; beef cows steady to shade lower; canners and cutters steady, bologna bulls 15@25c lower; and light vealers \$1.00 lower.

Tops for week: Steers, \$10.60, and mixed yearlings, \$9.50. Bulks for week: steers, \$7.00@9.25; yearlings and heifers, \$7.50@8.50; beef cows, \$4.75@6.25; canners, \$2.60@3.00; and bologna bulls, \$4.50-5.25.

HOGS.—Although materially lighter than last week, receipts have been ample to meet demands and hold prices to nearly steady levels. Medium weight and heavy

butchers attracted more attention and sold on a level with light weights, although the latter were favored. General market was 10c higher, with top \$7.65 today and bulk good offerings 170 pounds up at \$7.50@7.60.

Trading in pigs was brisk with prices up 25@50c. Good 110 to 130 pound kinds at \$6.50@7.00.

SHEEP.—Insufficient supplies and active demand kept prices moving upward. Fat lambs were 25@50c higher and sheep 50c higher than a week ago. Packers freely paid \$16.25 for lambs and one lot reached butchers at \$16.50. Clipped lambs brought \$13.50@14.00, fat light ewes went at \$10.50@11.00.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., Mar. 20, 1924.

CATTLE.—A stronger undertone featured beef steer trade for the past week and prices on the bulk of the more desirable killing steers were around 25c higher than a week previous. Some of the plainer grades of yearlings were neglected at times and were about steady. Choice handyweight steers sold up to \$10.50 and best weighty beeves cashed at \$10.40. No strictly desirable yearlings were received with the week's top at \$9.75.

Bulk of fed offerings sold from \$8.25@

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Mar. 20, 1924, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
TOP	\$ 7.50	\$ 7.25	\$ 7.15	\$ 7.65	\$ 7.00
BULK OF SALES	7.20@ 7.50	7.00@ 7.25	6.80@ 7.10	7.35@ 7.60	6.95@ 7.00
Hvy. wt. (250-350 lbs.), med.-ch.	7.35@ 7.50	7.10@ 7.25	7.00@ 7.15	7.35@ 7.60	6.90@ 7.00
Med. wt. (200-250 lbs.), med.-ch.	7.30@ 7.50	6.85@ 7.25	6.80@ 7.10	7.40@ 7.65	6.90@ 7.00
Lt. wt. (160-200 lbs.), com.-ch.	7.00@ 7.45	6.40@ 7.15	6.35@ 7.00	6.90@ 7.65	6.75@ 7.00
Lt. lt. (130-160 lbs.), com.-ch.	6.25@ 7.35	5.60@ 6.85	5.75@ 6.75	6.25@ 7.50	6.25@ 6.95
Packing hogs, smooth.	6.70@ 6.90	6.25@ 6.35	6.35@ 6.55	5.50@ 6.75	6.00@ 6.50
Packing hogs, rough.	6.50@ 6.70	6.10@ 6.25	6.15@ 6.35	5.25@ 6.50	5.75@ 6.00
Slighter pigs (130 lbs. down), med. ch.	5.00@ 7.00	5.50@ 6.50		5.75@ 6.50	6.25@ 6.25
Av. cost and wt. Wed. (pigs excluded)	7.30-242 lb.	7.10-239 lb.	7.07-247 lb.	7.42-226 lb.	
Slaughter Cattle and Calves:					
STERS (1,100 LBS. UP):					
Choice and prime	11.50@12.35	10.50@11.75	10.70@11.75	11.25@12.25	10.25@10.50
Good	10.15@11.75	9.75@10.75	9.90@10.85	10.25@11.25	9.00@10.25
Medium	8.25@10.35	7.50@ 9.75	7.85@ 9.60	8.00@10.25	7.00@ 9.00
Common	6.75@ 8.35	6.00@ 7.75	6.00@ 7.85	6.75@ 8.00	5.75@ 7.00
STERS (1,100 LBS. DOWN):					
Choice and prime	11.40@12.25	10.25@11.75	10.60@11.60	11.25@12.25	10.25@11.50
Good	10.00@11.50	9.25@10.50	9.35@10.70	10.00@11.25	9.00@10.25
Medium	8.10@10.15	7.50@ 9.50	7.65@ 9.50	8.00@10.00	7.00@ 9.00
Common	5.75@ 8.25	5.50@ 7.75	5.50@ 7.85	5.75@ 8.00	5.50@ 7.00
Canner and cutter	4.00@ 5.65	3.25@ 5.50	3.35@ 5.50	3.25@ 5.75	3.50@ 5.00
LT. YRLG. STEERS AND HEIFERS:					
Good to prime (800 lbs. down)	9.75@12.00	8.25@11.00	8.85@11.00	8.75@11.50	8.50@11.00
HEIFERS:					
Good-choice (850 lbs. up)	7.75@10.50	6.50@ 6.50	7.15@ 9.75	7.00@ 9.25	6.25@10.00
Common-med. (all weights)	5.25@ 7.75	3.50@ 6.75	4.50@ 7.15	3.50@ 7.00	4.25@ 6.50
COWS:					
Good and choice	6.00@ 7.50	5.25@ 7.25	5.85@ 7.50	5.75@ 7.50	5.50@ 6.75
Common and medium	4.00@ 6.00	4.00@ 5.25	4.00@ 5.65	4.25@ 5.75	3.25@ 5.50
Canner and cutter	2.85@ 4.00	2.50@ 4.00	2.25@ 4.00	2.50@ 4.25	2.25@ 3.25
BULLS:					
Good-ch. (beef yrlds. excluded)	4.75@ 6.75	4.75@ 6.00	4.50@ 6.25	5.00@ 6.50	4.50@ 5.25
Can.-med. (canner and bologna)	3.75@ 5.00	3.00@ 4.75	3.75@ 4.50	3.00@ 5.25	3.25@ 4.50
CALVES:					
Med.-ch. (190 lbs. down)	8.00@11.75	7.00@ 9.50	7.50@10.25	7.00@11.25	6.00@ 8.75
Cull.-com. (190 lbs. down)	5.00@ 7.75	3.00@ 7.00	4.25@ 7.50	3.50@ 7.00	3.50@ 6.25
Med.-ch. (190-260 lbs.)	6.25@11.50	5.00@ 9.00	6.50@ 9.75	6.00@11.00	4.00@ 7.50
Med.-ch. (260 lbs. up)	5.00@ 9.25	5.00@ 7.50	5.50@ 8.25	5.00@ 8.00	3.50@ 6.50
Cull.-com. (190 lbs. up)	3.50@ 7.75	3.00@ 5.25	3.00@ 6.50	3.00@ 5.00	2.50@ 4.00
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (54 lbs. down)	14.50@16.75	14.50@16.35	14.00@16.25	14.00@16.50	13.25@15.75
Lambs, cull.-com. (all weights)	11.00@14.50	10.50@14.50	11.00@14.00	11.00@14.00	10.00@13.25
Yearling wethers, med.-prime	12.00@15.00	10.75@14.75	11.25@14.25	11.00@14.50	10.50@13.50
Wethers, med.-pr. (2 yrs. old and over)	8.50@12.50	8.25@12.00	8.00@12.00	8.50@12.50	7.50@11.50
Ewes, common to choice	7.25@11.50	6.75@11.00	7.00@11.00	7.00@11.25	6.25@10.50
Ewes, canner and cull.	3.25@ 7.25	2.50@ 6.75	2.75@ 7.00	2.50@ 7.00	3.00@ 6.00

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9.75. Better grades of fat she stock were 25@35c higher, while other grades were unevenly steady to 15c up. Bulls were very dull at the finish and prices were weak. Good to choice veal calves were mostly 50c higher with others steady to strong. Top veals landed at \$9.50.

HOGS—Receipts this week were considerable less, while prices on most grades were 5c lower than last Thursday. However, light lights showed gains of 10@15c which had narrowed the spread in prices between these and butchers. Shipping demand continued good and over half of the supply suitable for slaughter have gone on outside orders during the week. Best medium and weighty butchers today landed at \$7.25. Packing sows were 10c lower at \$6.30 to \$6.35.

SHEEP—Demand for both sheep and lambs exceeded the supply and prices were unevenly higher than a week ago. Fat lambs sold 50@60c higher, with best Colorado fed offerings at \$16.35 and the bulk from \$15.60@16.25. Clipped lambs sold from \$13.50@14.00. Aged sheep have been extremely scarce and levels were 50c@ \$1.00 over a week previous. Choice western ewes sold up to \$11.00, a new season's top, while others were taken downward to \$10.25.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., March 20, 1924.

CATTLE—Beef steers, yearlings and fed she stock reacted upward during the early part of the week due principally to moderate country loadings and a good demand. Liberal supplies toward the close, however, resulted in mild declines. Compared with a week ago beef steers and yearlings are selling steady to 15c higher, better grades up most; fed she stock 25@35c higher; canners and cutters and bulls steady; vealers 25c higher.

Top weighty steers made \$11.10 during the week, medium weights \$10.65 and long yearlings \$10.50. At the close bulk of steers and yearlings cleared at \$8.00@9.35; butcher cows and heifers \$4.75@7.25; canners and cutters \$2.50@3.85; vealers \$9.50@10.00; and bologna bulls \$4.25@4.50.

HOGS—The liberal local supplies have met with creditable clearances for the period under review, local packers furnishing keen competition for the better grades of butchers. Quality of the hogs coming are showing improvement and average yard weights as a result a trifle heavier.

As compared with a week ago current prices are around steady. Today's bulk ranged \$6.80@7.10, top \$7.15; packing sows mostly \$6.30@6.40 and stags \$5.00@5.25.

SHEEP—Receipts were comparatively liberal, but, on good demand from both shippers and packers, the supply was readily absorbed and prices forced to the high point of the season. Woolled lamb prices advanced 35@50c and clipped lambs and sheep 50@75c. Woolled lambs cashed largely at \$16.00 to \$16.25, clipped lambs sold up to \$14.00 and best light ewes made a new top of \$11.00.

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ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)

South St. Paul, Minn., March 19, 1924.

CATTLE—Cattle receipts during the past Wednesday-to-Wednesday period have dropped off considerably due to the bad condition of country roads which has hampered loadings. This in turn has served to stimulate the live market on practically all classes, values at the close today averaging strong to around 25c higher than last Wednesday. Bologna bulls were an exception to the general advance, prices dropping around 15@25c on the average.

HOGS—Receipt of hogs for the first three days of this week total about 54,000 compared with 55,500 for the same period last week and 41,000 corresponding period last year. Except that the range of butcher sales has narrowed, the market today was practically the same as a week ago.

Bulk of the better grades of butcher and bacon hogs cashed at \$7.00, with a few loads at \$6.90@6.95. Light hogs averaging from 130@140 lbs. are selling at \$6.25. Rough or heavy packing sows turned mostly at \$6.00. Weighty slaughter pigs sold at \$6.00@6.25, light fleshy kinds selling around \$5.25.

SHEEP—Fat lambs are steady to 25c higher than a week ago, best fed lambs today selling at \$15.25 with several lots on late sessions at \$15.50. Native lambs are selling mostly from \$14.00@15.00. Sheep are fully 50c higher, one deck of 115 lbs. offerings selling today at \$10.25, with plainer grades mostly \$9.50@9.75.

SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., March 18, 1924.

CATTLE—The cattle market is showing very good tone this week. Receipts for the half week ended today are 9,100 and show a small decrease compared with

last week, but increased 2,000 over a year ago. Prices for all grades of beef cattle at this writing are strong and slightly higher than on closing days of the previous week.

There were a few near choice handy weight steers at \$10.50 today with several loads of medium and heavy weights at \$10.00@10.25. Bulk of fair to good steers \$9.00@10.00 with a fair representation of common to fair lots at \$8.00@8.75 and some selling at \$7.75 down to \$7.00.

Butcher grades of she stock are meeting active demand at strong and slightly higher prices, bulk of good kinds \$5.50@6.50; common to fair, \$4.50@5.25; canners, \$2.50@4.00; best veals around \$10.50.

Stock cattle are not as active as recently and prices are only steady at \$7.00@7.75 for best feeders, other stock cattle largely \$6.00@6.75.

HOGS—With a record of 44,000 hogs for the half week the market today showed a tendency to weaken. With only a famine run for Thursday the one million mark for the year to date will be passed at this market. A few early sales of prime butchers were made today at \$7.20, but buyers all set their pegs for a \$7.15 limit and bulk of the hogs sold at \$7.00@7.15 with some of the light weights and off qualities unsold late in the day at prices running down from \$6.90. Throwout sows were worth around \$6.25 and \$5.25 is about the limit for stags.

SHEEP—A new top for lambs was made today when prime fed westerns sold at \$16.10, highest in over three years. Receipts are running very light at this point. Prime fat ewes may be quoted up to \$11.00.

**J. W. MURPHY
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Kennett Murray & Co.
LaFayette**

**Kennett Murray & Darnell
Indianapolis
Kennett Colina & Company
Cincinnati
Kennett Murray & Colina
Detroit
Kennett Murray & Brown
Sioux City
Kennett Murray & Company
Omaha**

ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., March 18, 1924.

CATTLE—Cattle receipts about normal for two days this week, totaling around 6,000 head. Demand good for all classes killing cattle; steers 15@25c higher, yearlings, heifers and cows strong to 25c higher; nothing choice in steers or yearlings offered, best steers averaging 1,014 lbs. at \$10.50, with bulks of sales ranging \$8.25@9.50, Colorado steers \$8.30@9.75.

A few common steers sold down to \$7.00, but sales below \$8.00 were scarce. Best mixed yearlings reached \$9.25, with most sales \$7.35@8.50. Odd lot of heifers up to \$9.00, with most fair to good kinds \$6.00@7.50.

Choice cows sold up to \$7.00, with bulk of fair to good grades \$4.50@6.00. Load lots sold up to \$6.25. Canners and cutters largely \$2.50@3.75. Bulls steady, sales ranging mostly \$4.00@5.50. Calves unchanged, with tops at \$9.50.

HOGS—Hog receipts light for two days, numbering around 10,000 against 15,671 same day a week ago. Monday's market 10@15c lower, top \$7.10 on heavy butchers, with hogs averaging 150 to 200 lbs. \$6.65@6.90, and 200 to 250 lbs. averages \$6.85@7.05.

Tuesday's market 10@20c higher, top \$7.20 on heavies, light weights up to \$7.10, mediums \$7.00@7.20, and bulk of all sales \$6.90@7.15.

SHEEP—Sheep receipts around 13,000 for two days, mostly lambs from Colorado and Nebraska feed lots. Market active, lambs 35@50c higher, with tops at \$16.20 Tuesday, and others at \$16.00@16.10. Aged sheep scarce and 50@75c higher, ewes selling \$10.50@11.00.

LOUISVILLE.

(Special Letter to The National Provisioner.)

Louisville, Ky., March 19, 1924.

CATTLE—A brisk trade was noted on all desirable cattle so far this week with arrivals slightly better than the previous week. The steer market was especially active and fully 25@50c higher. Top load brought \$8.75 Monday with one single steer at \$9.00. Other sales ranged from \$6.50@8.25.

The best light butcher steers and heifers sold strong to 25c up, with the best cows also sharing the advance, tops \$6.50. The demand was brisk for the good quality stockers and feeding steers with common kinds slow sale. Bull trade was slow but about steady. The outlook is for a good active market the balance of the week.

Quotations: Prime heavy steers, \$8.25@9.00; heavy shipping steers, \$7.00@8.25; fat heifers, \$5.00@8.50; fat cows, \$4.50@6.50; cutters, \$2.50@3.00; canners \$2.00@2.50; bulls \$3.00@5.50; stockers, \$3.00@6.00; feeders, \$5.00@6.50.

Calf run totaled over 1,300 the first half of the week and resulted in a \$1.00 decline. Best veals \$10.00.

HOGS—Moderate supply of hogs have shown up so far this week with slight gains on most grades. The local as well as outside call is active and a good clearance was noted daily of the moderate arrivals.

Top hogs, 165 lbs. up, \$7.85; 120@165 lbs., \$6.90; pigs, 90@120 lbs., \$5.30; 90 lbs. down, \$4.55; throwouts, \$5.50; stags, \$4.35. Prices compare favorably with all other markets.

NEW YORK LIVESTOCK.

Receipts for week ending Saturday, March 15, 1924, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,295	8,208	7,769	14,686
New York	1,039	2,275	26,528	1,019
Central Union	3,905	624	15,954	
Total	8,239	11,107	34,297	31,659
Previous week	8,118	14,753	59,280	15,637
Two weeks ago	7,648	11,628	45,489	37,534

PACKERS' PURCHASES.

Purchasers of livestock by packers at principal centers for the week ending Saturday, March 15, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,231	17,400	13,741
Swift & Co.	5,216	21,800	18,871
Morris & Co.	4,993	16,500	9,320
Wilson & Co.	5,853	17,000	5,880
Anglo Amer. Prov. Co.	1,187	10,000	
G. H. Hammond Co.	2,107	9,900	
Libby, McNeill & Libby	1,563		
Brennan Packing Co., 8,100 hogs; Miller & Hart, 5,000 hogs; Independent Packing Co., 7,400 hogs; Boyd, Lunham & Co., 7,800 hogs; Western Packing & Provision Co., 19,000 hogs; Roberts & Oake, 7,500 hogs; others, 26,200 hogs.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,949	546	5,471	3,633
Cudahy Pkg. Co.	2,940	931	3,713	4,285
Fowler Pkg. Co.	823	37	1,069	9,515
Morris & Co.	2,666	873	3,380	1,247
Swift & Co.	3,508	1,549	10,292	6,069
Wilson & Co.	3,675	131	9,671	3,445
Local butchers	839	100	1,597	7
Total	17,101	4,227	34,124	18,677

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,269	21,456	10,323	
Cudahy Pkg. Co.	5,730	24,476	11,326	
Dold Pkg. Co.	2,478			
Morris & Co.	3,501	12,944	5,005	
Swift & Co.	6,367	19,059	11,756	
M. Glassberg	7			
Hoffman Pkg. Co.	92			
Mayerovich & Vail	52			
Mid-West Pkg. Co.	62			
Omaha Pkg. Co.	59			
John Roth & Sons	110			
S. Omaha Pkg. Co.	91			
Lincoln Pkg. Co.	470			
Nagle Pkg. Co.	146			
Sinclair Pkg. Co.	131			
Wilson Pkg. Co.	680			
J. W. Murphy		9,692		
Swartz & Co.		1,637		
Kenneth & Murray		6,697		
Others		4,719		
Total	22,856	110,215	88,806	

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,340	5,574	2,623	
Swift & Co.	1,935	10,185	2,059	
Morris & Co.	1,173	5,677	693	
St. Louis Dressed Beef	798			
Independent Pkg. Co.	211	1,078		
East Side Pkg. Co.	570	3,506	210	
Hell Pkg. Co.	11	1,433		
American Pkg. Co.	11	1,179	58	
Krey Pkg. Co.	48	623		
Sartorius	11	75		
Sieloff	117	458	30	
Butchers	5,130	42,756	1,073	
Total	12,408	62,542	6,142	

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,888	675	15,478	11,746
Armour & Co.	1,618	306	7,428	3,072
Morris & Co.	1,610	507	7,675	2,215
Others	4,725	189	14,204	2,573
Total	10,831	1,677	44,785	20,506

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,497	173	28,780	1,218
Armour & Co.	2,502	138	28,780	117
Swift & Co.	1,655	48	407	
Sacks Bros. Pkg. Co.	168	50		
Smith Bros. Pkg. Co.	35	31	20	
Local butchers	112	40		
Total	6,959	480	57,967	1,335

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	969	4,172	25,036	2,111
Hertz & Rifkin	178	90		
Katz Pkg. Co.	889	124		
Swift & Co.	2,522	6,607	37,896	1,296
Others	611	377	15,956	
Total	6,109	11,370	78,888	3,407

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	910	672	2,471	8
Wilson & Co.	906	475	1,792	28
Others	102	13	575	
Total	1,918	1,160	4,838	36

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn & Son	553	202	3,327	41
Kroger Gro. & Bak. Co.	343	95	1,874	
C. A. Fruend	70	50	378	
Gus Juengling	172	88		29
J. F. Schroth Pkg. Co.	16		3,548	
H. H. Meyer Pkg. Co.	31		2,872	
J. Hilberg & Son	124	14		39
W. G. Behn & Son	230	16		
Peoples Pkg. House Co.		110		
J. Bauer & Son	69			
A. Sander Pkg. Co.		1,889		
J. Vogel & Son		1,038		
J. Hoffman & Son		552		
Lohrey Pkg. Co.		250		
Ideal Pkg. Co.		946		
Sam Gall			228	
Schaefer & Son			26	
Total	1,608	584	16,684	363

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	724	545	10,900	422
Dold Pkg. Co.	231	25	4,604	
Wichita Dressed Beef Co.	52			
McArthur Pkg. Co.	98			
Keefe & LeStourgeon Co.	64			
Others	1,328		792	
Total	2,487	570	16,356	422

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	1,316	2,391	17,752	251
Kingman & Co.	1,795	644	13,882	632
Moore			4,312	
Ind. Abattoir Co.	1,019	139	2,124	379
Armour & Co.	161	45	3,272	
Heigelmeier Bros.			1,033	
Brown Bros.	218	17		
Bell Pkg. Co.	59		425	
Schlesler	40		443	
Meier Pkg. Co.			87	200
Ind. Prov. Co.			524	
Riverview Pkg. Co.			383	
Wabnitz	18	50		21
Miscellaneous	338	82	496	1
Total	5,053	3,370	44,936	1,284

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending March 15, 1924, with comparisons:

CATTLE.

	Week ending March 15, 1924.	Prev. Cor. week, 1923.
Chicago	175,800	25,536
Kansas City	17,101	18,933
Omaha	22,856	23,155
St. Louis	12,408	15,076
St. Joseph	10,831	1,208
Sioux City	6,959	7,285
Oklahoma City	1,918	2,311
Indianapolis	5,053	4,900
Cincinnati	1,606	1,186
Milwaukee		1,579
Wichita	2,487	1,006
Denver		1,818
St. Paul	6,109	7,666

HOGS.

	Week ending March 15, 1924.	Prev. Cor. week, 1923.
Chicago	175,800	152,900
Kansas City	34,124	58,942
Omaha	110,215	112,949
St. Louis	62,542	68,019
St. Joseph	44,785	52,861
Sioux City	57,967	74,420
Oklahoma City	4,838	13,701
Indianapolis	44,936	38,433
Cincinnati	16,684	14,574
Milwaukee		8,271
Wichita	16,356	15,090
Denver		8,465
St. Paul	78,888	78,796

SHEEP.

	Week ending March 15, 1924.	Prev. Cor. week, 1923.
Chicago	47,762	44,304
Kansas City	18,677	55,117
Omaha	21,073	24,850
St. Louis	3,728	2,408
St. Joseph	36	184
Sioux City	1,284	382
Oklahoma City	363	423
Cincinnati		330
Milwaukee	422	335
Wichita		3,721
Denver		2,837
St. Paul	3,407	2,876

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 15, 1924:

CATTLE.

	Week ending March 15, 1924.	Prev. week, 1923.
Chicago	34,080	25,536
Kansas City	21,328	22,456
Omaha	20,344	19,541
E. St. Louis	9,120	11,159
St. Joseph	7,762	7,895
Sioux City	7,191	6,154
Cudahy	528	776
Fort Worth	3,396	3,990
Philadelphia	2,419	2,160
Indianapolis	1,893	1,492
Boston	1,600	1,341
New York and Jersey City	9,163	10,075
Oklahoma City	3,078	3,459

HOGS.

	Week ending March 15, 1924.	Prev. week, 1923.
Chicago	164,461	152,900
Kansas City	34,124	58,942
Omaha	79,287	57,811
E. St. Louis	34,338	62,910
St. Joseph	30,612	42,962
Cudahy	43,976	43,111
Sioux City	15,359	13,045
Ottumwa		13,759
Fort Worth	9,225	26,600
Philadelphia	23,403	2,289
Indianapolis	27,326	27,830
Boston	16,572	21,200
New York & Jersey City	62,501	52,813
Oklahoma City	4,838	13,701

SHEEP.

	Week ending March 15, 1924.	Prev. week, 1923.
Chicago	49,565	44,304
Kansas City	18,677	22,456
Omaha	23,491	36,244
E. St. Louis	6,568	3,253
St. Joseph	17,933	22,504
Sioux City	1,334	2,559
Cudahy	339	333
Fort Worth	4,896	5,292
Philadelphia	4,290	5,508
Indianapolis	3,187	1,666
Boston	3,673	5,086
New York & Jersey City	37,741	33,997
Oklahoma City	36	184

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

CHICAGO.

PACKER HIDES:—Further business in 10,000 February-March extreme light native steers at 10½¢, making about 20,000 in all. One thousand extreme natives sold export at 11¼¢ here. In connection with the 12,000 packer hides sold export by one seller, some of these were light cows at 10½¢ here. Several thousand eastern small packer light cows sold 10½¢ seaboard for export. Local small packers have advanced their ideas to 10½¢ for March all weight native hides and 8½¢ for brands and have refused 9½¢ and 7½¢. Bids of 12¢ are still noted on natives, business is possible in Texas and butts at 12½¢ and Colorados are wanted at 11¼¢; branded cows 8¢ bid; heavy cows are quiet and quoted 10½¢@11¢; lights 9¢@9½¢ bid and 10¢ nominal; native bulls 9¢@9½¢ and branded bulls at 8¢@9¢ nominal.

COUNTRY HIDES:—There is little of new interest in country stock as attention is concentrated on the expected movement in big packer hides which is felt will take place this week in view of the active and broad inquiry for such material. Country hides are steady in tone on the basis of last quoted levels. As a rule most sellers are inclined to talk a slightly steadier basis for operations as they feel no further declines are in evidence and that same slight reaction is a possibility following a clearance of packer hides. Outside sellers are inclined to hold off on their offerings momentarily and in fact the general situation appears to have reached a halt for the present. Outside lots of all weight hides are listed in a range of 7¢ flat f.o.b. to 8¢ selected delivered for current to good quality receipts. Efforts to get 8½¢ are noted but meet with no success. Heavy steers are featureless and quoted at 10¢@11¢; heavy cows and butts are ranged at 7½¢@8¢ for descriptions with sales at both levels for quality involved. Extremes are quoted at 9½¢@10¢ paid with further offerings noted. Some goods are still held at 10½¢@10½¢ for grub free or nearly so quality. Branded country hides are quoted at 7¢@7½¢ flat basis and country packers at 7½¢@8½¢ with the outside now talked here for March goods and the inside reported bid. Bulls quoted 7¢@7½¢ and country packers at 8¢@8½¢; glue hides are quoted at 5¢@6¢ nominal.

CALFSKINS.—Active. Two more cars of local first salted city calfskins sold at 18¢ to a mid west tanner and the same buyer also took on a car of local first salted city kipskins at 15¢, both prices registering a three cent decline fr m levels of two or three weeks ago. Further offerings are reported available at these levels. Holdings in this market are moderate and receipts are showing a steady increase. Peak receipts however, are not expected before another three weeks. Packer skins are quiet as far as domestic business is concerned as sellers have been moving their February skins export through direct channels to net them about 22½¢. One killer moved 10,000 as noted yesterday and another booked some business but declined to name quantity. Domestic buyers talk the market for their use at about 19¢. Outside city calfskins from first salt quoted at 17½¢@18¢ with recent business up to 20¢. Resalted parcels are quoted at 14¢@17¢ range for qualities involved. Deacons are also quiet at the moment and quoted at \$1.05@1.20; cities \$1.50 last paid. Slunks are still available at \$1.50 for packer regulars. Kipskins quoted 15¢ paid for cities as noted above. Packers are not offered under 18½¢ and sellers are making efforts to move such material export through personal representative abroad. Domestic buyers talk about 16¢ as value. Outside varieties quoted 11¢@14¢ for qualities.

MISCELLANEOUS MARKETS:—Dry hides are quiet at 15¢@17¢ with the inside lately paid in originating sections. Horse hides are top at \$5.00 for best city renderers and range down to \$4.00 for ordinary mixed varieties. Packer pelts are quiet and quoted at \$3.25@3.45 last paid; pullers are drawing away from the market claiming unsatisfactory conditions in pulled wools. New York pelts reported quietly moved at \$3.35@3.40 or somewhat under prior business levels. Shearlings \$1.10@1.15 for late slaughter; dry pelts 25¢@27¢ for rejects and 28¢@32¢ for full woolled articles. Pickled skins \$6.50@9.25 per dozen and hogskins at 15¢@25¢ with strips at 4¢@5¢ nominal.

New York.

PACKER HIDES:—Nothing new has transpired in city slaughter stock since the movement of close to 4,000 February-March native cows at 9¢ for all weights and some incidentally bringing 9½¢ on heavies and 9¢ on lights. Native steers are reported in mild request at 12¢, and 13¢ is asked. Butts are held at 12¢ and Colorados at 11¢ while buyers indicate their views at a cent less. Bulls are quiet.

SMALL PACKER HIDES:—A Canadian packer moved February native steers at 12½¢ to home tanners after repeatedly refusing bids at 12¢. Pacific coast March steers sold in the Northwest at 10½¢ and cows realized 8½¢. Prior movement on the coast was at 9¼¢@9½¢ for steers. All coast hides are for export. Mid western small packer March all weight hides sold at 9½¢ for natives and 7½¢ for brands with some heavies included at 10¢ for natives and 8¢ for brands. Eastern small packer all weight cows are considered at 9½¢@10¢ and steers 11½¢@12¢.

COUNTRY HIDES:—The situation is considered easy. Carlots of Southwestern tick and brand free 45 lbs. up hides sold at 6¼¢ flat. Canadian 50 lbs. up hides sold at 8¢ flat to home buyers, States tanners and exporters Southern light hides have been quietly moved in considerable volume to Boston buyers of late at low levels, prices being confidential. Nominal market considered at 8½¢@9¢ for current offerings in middle and far southern sections. Grub free mid western lights are available at 10¢@10½¢.

CALFSKINS:—A few cars March outside packer calfskins sold at 17½¢ selected in the east. Foreign calf are reported easy. Courlands \$1.60 asked; bids \$1.50. N. Y. calf are quiet at \$1.75@2.25@3.25 nominal; some ask more. Stocks small but increasing. Outside stock easy at 10¢@20¢ under N. Y. Kip \$3.75@4.75

FOREIGN WET SALTED HIDES:—Frigorifico slaughterers continue keep sold up fairly well and to the extent of production at least so that there are no stocks accumulating as a reserve holding. Prices are evidencing slight signs of stiffening on the standard varieties. Type hides have again become more popular with European buyers actively taking on saladero stock at prices well up to any realized this year at the best times. About 6,000 frigorifico cows are reported sold at 14½¢ but generally believed in error and that steers were indicated. About 4,000 Sansinena light average steers made 15½¢; 4,000 Armour steers made 14½¢; a pack of 4,000 Swift LaPlatas steers reported sold to cost approximately 15¢ landed basis and also some LaPlatas cows advanced to \$34.00 which is figured 12½¢ landed basis. In type hides 1,700 Concondia saladero steers made 16¼¢; 2,000 similar cows realized 13½¢; 2,000 Salto district saladero cows realized 14¢; 2,000 Argentine saladeros cows made

12½¢; 2,000 Casa Blanca saladero steers topped 18¢, 1,000 Boge saladero steers 16¢. 4,000 standard frigorifico cows reported sold at 12½¢. Recent business involved 2,500 Sansinena extremes 16 kilos at 15½¢; 1,000 Armour steers 20 kilos 13½¢. LaBlanca steers 20 kilos offered at 13½¢; 8,000 type extremes realized 15½¢ for 14-16 kilos range and some 7¢@9 kilos made 19½¢, and more offered. B. V. province kips, campos 5¢@17 kilos are available at 17½¢. Spot hides quiet.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending March 13, 1924, with comparisons:

BUTCHER STEERS.			
	1,000-1,200 lbs.		
	Week ended Mar. 13, 1923.	Same week ended Mar. 6	Week ended Mar. 6
Toronto	\$ 7.75	\$ 7.75	\$ 8.00
Montreal (W)	7.37	7.75	7.00
Montreal (E)	7.37	7.75	7.00
Winnipeg	6.25	5.25	6.25
Calgary	6.25	6.25	6.35
Edmonton	6.25	5.50	6.00
VEAL CALVES.			
Toronto	12.00	14.00	13.00
Montreal (W)	11.00	10.00	11.00
Montreal (E)	11.00	10.00	11.00
Winnipeg	10.00	10.00	10.00
Calgary	6.00	5.00	6.00
Edmonton	7.50	8.00	7.50
HOGS.			
Toronto	8.80	11.00	9.05
Montreal (W)	9.00	10.50	9.00
Montreal (E)	9.00	10.50	9.00
Winnipeg	8.00	9.62	7.97
Calgary	8.87	8.81	6.85
Edmonton	7.40	9.30	7.39
GOOD LAMBS.			
Toronto	16.00	14.50	15.75
Montreal (W)	12.00	11.00	12.00
Montreal (E)	12.00	11.00	12.00
Winnipeg	13.00	11.50	12.75
Calgary	13.00	11.50	12.00
Edmonton	12.00	.....	12.00

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending March 22, 1924, with comparisons, are as follows:

PACKER HIDES.			
	Week ending Mar. 22, '24.	Week ending Mar. 15, '24.	Corresponding week, 1923.
Spready native steers	@16c	17½¢@18c	20¢@21c
Heavy native steers	@14ax	@14c	@18½¢
Heavy Texas steers	@13ax	@13c	18¢@18½¢
Heavy butt branded steers	@13ax	@13c	18¢@18½¢
Heavy Colorado steers	@12ax	@12c	17¢@17½¢
Light Texas steers	@9½x	@11c	13¢@13½¢
Branded cows	8b 9¢@9½ax	@10c	13¢@13½¢
Heavy native cows	11¢@11½c	@11½c	@15c
Light native cows	@10½c	@11c	@14½c
Native bulls	@10c	@10c	@13½c
Branded bulls	8¢@8½c	8½¢@9c	@11½c
Calfskins	22¢@22½c	22½¢@23c	18¢@18½c
Kip	@18½c	@19c	17¢@17½c
Slunks, regular	1.40@1.45	@1.00	1.25@1.40
Slunks, hairless	40¢@50c	40¢@50c	35¢@75c
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.			
	Week ending Mar. 22, '24.	Week ending Mar. 15, '24.	Corresponding week, 1923.
Natives all weights	@ 9½c	11½¢@12c	14¢@14½¢
Bulls, native	@ 8½c	10¢@10½c	11½¢@12c
Branded hides	@ 7½c	10¢@10½c	11½¢@12c
Calfskins	@18c	21¢@22c	16½¢@17c
Kip	@15c	17½¢@18c	15¢@16c
Light calf	\$1.50@1.60	\$1.50@1.60	\$1.30@1.35
Slunks, regular	\$1.50@1.60	\$1.50@1.60	\$1.00@1.10
Slunks, hairless	35¢@40c	35¢@40c	35¢@70c
No. 1	35¢@40c	35¢@40c	35¢@70c
COUNTRY HIDES.			
	Week ending Mar. 22, '24.	Week ending Mar. 15, '24.	Corresponding week, 1923.
Heavy steers	9¢@10c	9¢@10c	12½¢@13½¢
Heavy cows	8¢@8½c	8¢@8½c	12¢@13c
Butts	8¢@8½c	8¢@8½c	12¢@13c
Extremes	10¢@10½c	10¢@10½c	12½¢@13½¢
Bulls	7½¢@8c	7½¢@8c	10¢@10½c
Branded	7¢@7½c	7¢@7½c	10¢@10½c
Calfskins	14¢@15c	14¢@15c	14¢@15c
Kip	12¢@13c	12¢@13c	13¢@14c
Light calf	\$1.40@1.50	\$1.40@1.50	\$1.10@1.20
Deacons	\$1.20@1.30	\$1.20@1.30	\$0.90@1.00
Slunks, regular	\$0.90@1.00	\$1.00@1.10	\$0.60@0.75
Slunks, hairless	25¢@30c	25¢@30c	25¢@30c
Horsehides	\$4.00@4.50	\$4.00@4.50	\$4.50@5.00
Hogskins	25¢@30c	25¢@30c	15¢@20c

SHEEPSKINS.			
	Week end. Mar. 22, '24.	Week end. Mar. 15, '24.	Cor. week, 1923.
Large packers	\$3.25@3.45	\$3.25@3.50	@3.50
Small packers	3.35¢@3.50	3.15¢@3.40	3.10¢@3.40
Packers, shearlings	@1.15	@1.15	1.15¢@1.25
Country pelts	1.75¢@2.25	1.75¢@2.25	1.75¢@2.75
Dry pelts	28¢@31c	28¢@31c	27¢@31c

ICE AND REFRIGERATION

ICE NOTES.

The Redlands Ice & Cold Storage plant, Redlands, Calif., has bought the site of the Paine & Cornwall packing plant, which burned down more than a year ago. It is expected that a \$75,000 ice storage plant will be erected on the site.

The Farmers' Cold Storage plant at Trenton, Mo., is now under construction, and it is hoped to have it in operation early in the summer.

The Brady, Tex., plant of the Mayhew Produce Company is under construction, and work is proceeding rapidly.

The Home Ice Co. plans to erect an ice plant in Alexander City, Ala.

The Doak Cliff Ice Delivery Company has been incorporated in Dallas, Tex., with a capital stock of \$10,000, by J. O. Jones, J. C. Thompson, Jr., and others.

The Mumby Ice Company plans to erect an ice plant at 8th and Evergreen streets, Jacksonville, Fla.

The Texas Ice & Cold Storage Manufacturing Co. has been incorporated in Austin, Tex., by Henry Rodrigo, Sr., and Henry Rodrigo, Jr., and others.

The city of Columbia, Mo., contemplates the building of an ice plant.

The Zero Ice & Cold Storage Company has been incorporated in Oklahoma City, Okla., with a capital stock of \$10,000 by Theodore Oderman, H. S. Oderman and others.

The Merchants Cold Storage has been incorporated in Greenville, S. C., with a capital stock of \$28,000, by E. L. Palmer, J. P. Seals and others.

MARGARINE RESTRICTIONS.

(Continued from page 32.)

or misleading. That would be a perfectly proper provision. They provide that we shall not use them in any manner.

"One of the states that has such a law has another law requiring us to name the ingredients on the label oleomargarine. If we comply with one of these laws we violate the other, and are advertised as crooks.

"The fact that notwithstanding all these handicaps, the margarine industry has progressed and the consumption of margarine has steadily increased," continues

the report, "proves that this product is firmly entrenched as an indispensable, standard food. The consumers who last year ate more than 207,000,000 pounds of margarine, for which they had to pay from two to five cents a pound extra, solely as the result of unnecessary legislative restrictions, are the chief sufferers."

BAD BUTTER REGULATED.

Seizure was effected of 74 shipments of adulterated or misbranded butter, and criminal prosecution instituted against a number of persons who shipped into interstate commerce butter in violation of the Federal Food and Drugs Act, as a result of an investigation begun about a year ago by the Bureau of Chemistry, United States Department of Agriculture, which is charged with the enforcement of the act.

A legal standard for butter enacted by Congress and approved by the President on March 4, 1923, provides that butter shall contain not less than 80 per centum by weight of milk fat, all tolerances being allowed for. Shortly after the passage of this act inspectors were instructed to watch interstate shipments of butter to see that the butter complied with the legal standard and all other provisions of the Federal Food and Drugs Act applicable to butter. A systematic survey of butter entering interstate commerce was made.

The food officials inspected those butter factories which do an interstate business and which there was reason to believe might not be complying with all the requirements of the Federal Food and Drugs Act. The output of 600 shippers was inspected. More than 14,000 analyses of samples were made. Nearly 400 citations to hearings on alleged violations of the law were issued.

When examinations of samples revealed sufficiently serious violations of the law and the amounts of shipments available were large enough to warrant such course, seizures were made and the product restrained from further distribution, say the officials. This action was instituted in 74 cases involving 363,000 pounds of butter. These seizures were adjudicated by the claimants admitting the allegations and securing releases under bond stipulating that the butter would be made legal before further distribution. Such reconditioning was usually accomplished by removing moisture in those cases where the fat was low; and by adding more butter or by announcing the correct net weight in those cases where the packages were short in weight.

Where the quantity of butter in the shipments was not sufficient to warrant the expense of seizure, the shippers were cited to a hearing to show cause why they should not be prosecuted criminally. Those shippers whose goods were seized were also cited to hearings. Prosecutions were instituted against the shippers in those cases where, in the opinion of the food officials, the facts warranted such action.

Action on violations of the Federal Food and Drugs Act, in so far as butter is concerned, was usually based on deficiency in fat, or shortage in weight, or a combination of low fat and short weight. Evidence of foreign fat in butter was found in only one instance. One firm was found marketing cooking butter containing fat other than milk fat. An investigation at the factory developed that the product was reprocessed butter.

Cold Storage Insulation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue
West of 22nd St.

PHILADELPHIA, PA.

ROCK INSULATION THE BEST INVESTMENT.

INVESTIGATE THE 15 YEARS GOOD RECORD
MANUFACTURED APPLIED AND GUARANTEED BY.

BANNER ROCK PRODUCTS CO ALEXANDRIA INDIANA.



Freezer and Cooler Rooms for the Meat and Provision Trade

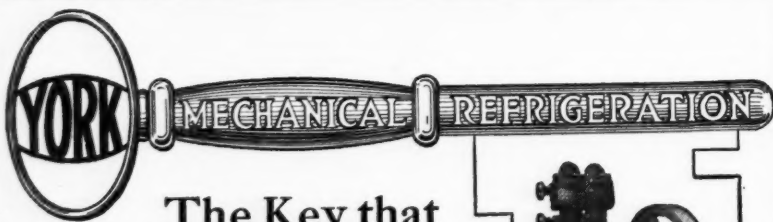
Specialists in CORK INSULATION

Details and Specifications on request

207 E. 43rd St.

Morrow Insulating Co., Inc.

NEW YORK



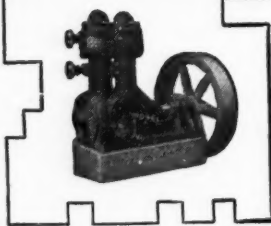
The Key that
Unlocks the Door
to INCREASED PROFITS

THOUSANDS of York Machines have paid for themselves, and are now earning substantial dividends for their owners. These machines are designed for service, built of the best materials for the purpose, thoroughly tested and rigidly inspected before shipment. They are self-contained, require very little attention and do not require a skilled operator. There is probably no other equipment you can buy that will be a greater help in increasing your profits than a York Refrigerating Machine.

YORK MANUFACTURING CO.

(Ice Making and Refrigerating Machinery Exclusively)

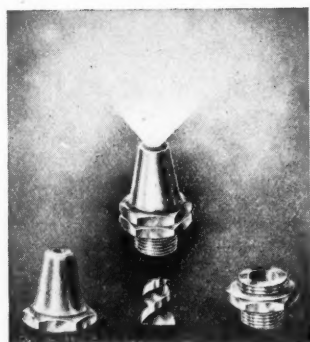
YORK - - - - PENNA.



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Pittsburgh	St. Louis	San Francisco
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OPEN BRINE REFRIGERATING SYSTEMS



The Webster Spiral Spray Nozzle

DRIPPY ceilings in the chill room are now unnecessary. The perfect air circulation of the open brine or spray system prevents drip, and produces much faster chilling without danger of freezing. Rapid circulation insures uniform room temperature, chilling carcasses evenly.

With proper quantity and temperature of brine, 24-hour chilling is possible.

This means 50 per cent reduction in operating expense. The cost of keeping the cooler at temperature is reduced one-half by chilling meat in half the time.

Doubling the chill room turnover also means halving the capital tied up in carcasses, thus lessening the speculation hazard.

The air offers practically the only resistance to refrigeration in the open brine system, while with the indirect system there is also the piping, with its frost layers and brine crusts. Furthermore, the distributing expense for indirect method far exceeds that of a well-designed spray system.

The Webster Spiral Spray Nozzle has been perfected to meet the exacting demands of this work. It is easily cleaned, will not plug, and is simple to assemble. Ask for complete details about the Webster Systems.

Send for reprint of article on "Brine Spray Refrigeration" which appeared in THE NATIONAL PROVISIONER.

"The Successful Systems Are Webster Systems"

ATMOSPHERIC CONDITIONING CORPORATION

Singer Bldg.
New York

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Monadnock Bldg.
Chicago

No Chance Now to "Pass the Buck"

You can now place the blame on the exact man who makes the mistake when goods are ruined or other damage occurs as a result of not maintaining correct temperature. For by installing a Columbia Recording Thermometer with the new Time Punch attachment, you have an automatic watchman that not only unerringly points out any carelessness or neglect, but also pins down the responsibility and leaves no loophole for alibis or excuses.

The chart gives a continuous day-and-night record of the temperature itself. But that alone isn't enough—you also want to know whether the temperature has been regularly inspected and undue variations promptly and properly corrected. And this the Time Punch attachment tells when you use

Columbia Recording Thermometers with TIME PUNCH

The operator simply pushes a button when making each inspection, and the exact time of the inspection is immediately recorded on the edge of the dial, while the temperature chart shows the temperature at that particular minute. Thus, you get the whole story in an indisputable form.

If the operator fails to make an inspection at proper intervals, then the failure is shown by a blank.

Columbia Recording Thermometers (also Recording Gauges and Tachometers) with the new Time Punch attachment cost no more than an ordinary recorder alone—you get an extra check on temperature control at no extra cost. And it's a check that works both ways—the conscientious operator will take pride in having the record of his faithfulness always in evidence, while the careless or lazy operator will immediately brace up and try to avoid a bad record.

Catalog H-49 gives full information.

A Copy free on request.

American Schaeffer & Budenberg Corporation

SUCCEEDING

The Schaeffer & Budenberg Mfg. Co.

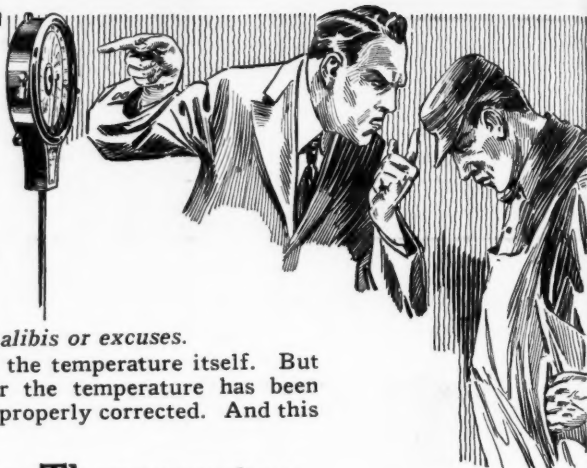
American Steam Gauge & Valve Mfg. Co.

Hohmann-Nelson Company

BROOKLYN, N. Y.

*Boston Buffalo *Chicago Cleveland Detroit *Los Angeles Philadelphia *Pittsburgh Tulsa

*Stock carried at these branches.



VIENNA TO IMPORT BEEF.

A co-operative society has just been formed in Vienna to make direct importations of first class frozen meat from North and South America and from Australia. Since May, 1923, the price control office in Vienna has been considering the best means to stop the steady increase in the price of meat, says Prentiss M. Terry, Assistant Trade Commissioner in Vienna, in a report to the Department of Commerce. In view of the fact that it would

rather contribute to the supply of cheaper foodstuffs than to keep watch over profiteering, the office decided that a satisfactory solution of the difficulty could be reached by importing a large amount of first class frozen beef. It was hoped that such imports would act as a price regulator.

It is well known fact that frozen beef is finding much favor in Paris, London, Berlin and Budapest as well as in the provincial capitals of Austria. Overseas

frozen meat is in disfavor in Vienna because much frozen meat said to have been of very inferior quality was placed on the market during the war. The price control office will shortly secure suitable sites in Vienna for the establishment of chain stores dealing in frozen imported meat.

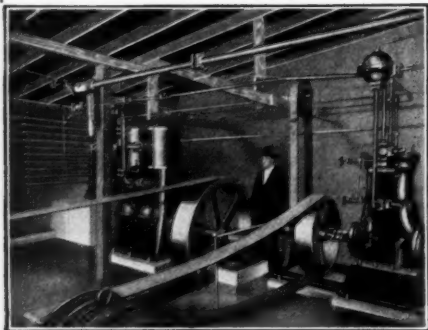
DEATH OF BRECHT EXECUTIVE.

Edwin B. Schaberg, assistant secretary and assistant treasurer of the Brecht Company, St. Louis, died at his home in that city last week after a long illness. Mr. Schaberg had been with the company for more than 35 years and was an authority

GET THE FACTS!

Learn about the great economy, the great efficiency and the durability of "Sterling" Refrigerating Equipment. Learn about its several distinct mechanical features that are responsible for greater all-around operating efficiency.

"STERLING" Mechanical Refrigerators



In a number packinghouses, sausage factories, etc., "Sterling" equipment is working day after day and year after year—and piling up dollars for its owners. And it will do the same for you.

Catalogs, etc., free on request.

Write now—today.

United Iron Works, Inc.
Kansas City, Mo.

Sales offices in all principal cities.



EDWIN B. SCHABERG

on all matters connected with the packing-house equipment and supply field. While Mr. Schaberg's duties were such that he did not come into personal contact with many in the trade, yet he was widely and favorably known.



Several Thousand Doors Waiting!

AS a matter of *service*, and as a measure of "preparedness," our stock-room is constantly maintained with the maximum number of Jamison Type Cold Storage Doors ready for immediate shipment.

Suppose you were in a hurry for Doors. Suppose it were absolutely necessary that old doors be replaced with new ones quickly. Suppose it were necessary that doors be obtained immediately for installation in an addition to your plant.

These suppositions often become *facts*—and especially so at this season of the year. With the coming of Spring, comes the yearly "clean up, fix up" period—a time when the plant is usually gone over from front to back—from top to bottom—making repairs where ever necessary in order to maintain peak efficiency.

Cold storage doors, especially, are subjected to unusually heavy wear—and, while they sometimes can easily be repaired, in the majority of the cases it is more logical to replace them completely.

It is for just such necessary emergencies that we maintain this large stock of standard sizes of Jamison Doors. They are waiting here for you—ready to be shipped out the day your order is received. This saves time—several weeks time! And where is it that time doesn't mean money?

As part of this "Stock for Immediate Shipment" service, we issue weekly a Stock Sheet showing the sizes and number of doors in stock each week. This will prove invaluable and we suggest that you allow us to put you on our list to receive it regularly.

If you haven't received our new catalogue No. 11, write for it. You will find it the most interesting 74 pages of cold storage door information you have ever read with reproductions of doors, blue-prints of construction details and tables telling door numbers in stock and their dimensions. You will want this as a guide in ordering the necessary doors during your repair season. Address Desk No. 8 please.

JAMISON COLD STORAGE DOOR CO.

Hagerstown, Maryland, U. S. A.



Jamison Doors

*for better
refrigeration*

Chicago Section

A. L. Eberhart and E. L. Roy, of Cross, Roy, Eberhart & Harris, are in the East this week.

Howard R. Smith, president of Shafer & Co., Baltimore, Md., was in Chicago this week.

Fred Dryfus, of the Dryfus Packing & Provision Co., Lafayette, Ind., spent a few days in the city this week.

Myron T. McMillan, secretary-treasurer of the J. T. McMillan Co., St. Paul, Minn., was a Chicago visitor during the week.

John G. Drueckmann, of the Drueckmann Cooperage Company, St. Louis, Mo., was in Chicago during the week, calling on his many friends.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 34,157 cattle, 15,839 calves, 103,121 hogs and 31,085 sheep.

Fred W. Dold, of the Jacob Dold Packing Co., Wichita, Kans., and Ralph S. Dold, of the Dold Packing Co., Omaha, Neb., were in Chicago this week.

Walter B. Hulme, well-known Chicago broker, made a business trip East during the week, and visited relatives connected with the U. S. Department of Agriculture at Washington.

Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, March 15, for shipment sold out, ranged from 7.00 to 20.00 cents per pound, averaged 12.75 cents per pound.

Provision shipments from Chicago for the week ending March 15, with comparisons, were as follows:

	Last week.	Prev. week.	Last year.
Cured meats, lbs.	19,176,000	18,470,000	13,232,000
Canned meats, cases..	7,942	9,039	9,613
Fresh meats, lbs.	32,000,000	34,720,000	23,119,000
Fork, blbs.	287	1,202	5,126
Lard, lbs.	13,699,000	15,293,000	10,006,000

Chicago radio fans who listen in on the long distances noted an unusual display of what seemed to be "static" on the evening of March 20. After much annoyance at the interruption it was finally discovered that it was not static, but merely "Bill" Johns, the famous Jersey radio orator, celebrating his silver wedding anniversary. Mr. and Mrs. Johns celebrated their 25th anniversary at their home in Montclair, N. J., on that evening, and received the congratulations of host of friends.

How do hog shrinkages vary according to the length of time held in the cooler? Ask **THE BLUE BOOK**, the "Packer's Encyclopedia."

KOEHM JOINS WHITE COMPANY.

Edward J. Koehm, formerly with the Neuhooff Packing Company, Nashville, Tennessee, has entered the service of the White Provision Company, Atlanta, Georgia, in the capacity of sales manager, duties of which were formerly handled by vice president E. S. Papy, who will henceforth devote more of his time to general executive duties.

Mr. Koehm started as an office boy with the late Gustav Bischoff of St. Louis,



EDWARD J. KOEHM

in 1906. He continued with Mr. Bischoff's company, the St. Louis Dressed Beef and Provision Company, after its acquirement by the National Packing Company, and was rapidly promoted through various positions to that of assistant purchasing agent.

When the St. Louis Union Packing Company was organized, Mr. Koehm was put in charge of cost accounting, continuing in that capacity until the company was acquired by Morris & Company, when he was put in charge of all fresh meat sales. When that plant was closed

down, he was transferred to the Chicago office of Morris & Company, and shortly promoted to the position of Southern district manager of consignment brokers.

In January, 1919, he entered the service of the Neuhooff Packing Company as sales manager and secretary of the company. Under his sales direction the sales of the Company showed a phenomenal growth. It is believed that his wide acquaintance in the South, together with his general knowledge of meat trade conditions in that section, will make him a valuable addition to the staff of the White Provision Company.

CHICAGO MID-MONTH STOCKS.

The semi-monthly statement of stocks of mess pork, lard, D. S. short ribs, D. S. bellies and D. S. extra short clears in Chicago as reported by the Board of Trade, follows:

	Mar. 14, 1924.	Feb. 20, 1924.	Mar. 14, 1923.
Mess pork, new made since Oct. 1, '23, blbs.	416	638	959
P. S. lard, made since Oct. 1, 1923, lbs.	21,114,142	15,796,318	6,182,543
Other kinds of lard..	6,569,728	6,252,395	3,400,814
Short rib middles, made since Oct. 1, '23, lbs.	2,897,656	2,563,319	2,777,277
D. S. clear bellies, made since Oct. 1, 1923	21,319,202	19,168,874	
D. S. rib bellies, made since Oct. 1, 1923	5,615,916	4,682,315	
D. S. rib bellies, made previous to Oct. 1, '23	5,400	5,400	
Extra short clear middles, made since Oct. 1, 1923, lbs.	339,036	186,729	725,813

"BOSS" TO MT. CLEMENS.

In Mt. Clemens, a Michigan city noted for its healing springs, lives a wide-awake butcher and sausage maker, Mr. Fred Hench. In order to take better care of his rapidly-growing sausage business, Mr. Hench has ordered a complete "Boss" sausage outfit, consisting of "Boss" Enterprise chopper, "Boss" silent cutter, and "Boss" mixer from the Cincinnati Butchers' Supply Company, through its representative, Mr. W. W. Sweet.

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Provisions, Oils, Greases and Tallow
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George F. Pine Walter L. Munnecke
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Engineers & Architects
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30 Years Experience

PACKERS ARCHITECTURAL & ENGINEERING CO.
WILLIAM H. KNEHANS, Chief Engineer
ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill. Cable Address, Pacarco

George A. Blair, traffic manager for Wilson & Co., has been chosen to head



GEORGE A. BLAIR

the Traffic Club of Chicago, one of the liveliest organizations of its kind in the country. The election takes place March 25, but as there is no opposition, George is already elected! He is already head of the Chicago Shipper's Conference. The Chicago Traffic Club was

organized in 1907 and has more than a thousand members among railroad and business men.

BRITISH PROVISION MARKET.

(Special Letter to The National Provisioner.)

Liverpool, England, March 8, 1924.

The market this week on bacon has shown improvement in the baled cures. Both Irish and Danish are officially unchanged in price, but the tone is decidedly firmer. This has reflected in an improvement in the market for box meats and Wiltshires and Cumberlands meeting rather a freer demand show a little hardening in price.

Hams are freely on offer and do not get much support from the buyers. Shoulders including picnics sell in only limited fashion.

Lard on spot is quiet with a fairly steady demand continuing.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 10.....	23,209	4,145	74,204	21,461
Tues., Mar. 11.....	10,084	4,669	36,988	15,022
Wed., Mar. 12.....	8,639	2,227	29,120	13,797
Thurs., Mar. 13.....	7,927	5,461	33,704	10,364
Fri., Mar. 14.....	3,941	744	42,495	7,018
Sat., Mar. 15.....	541	148	7,641	5,717
Totals last week.....	54,341	17,394	224,152	73,979
Previous week.....	55,752	14,665	193,694	61,807
Year ago.....	50,739	12,973	197,522	68,182
Two year ago.....	60,089	19,009	150,189	68,417

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 10.....	6,109	167	16,256	6,099
Tues., Mar. 11.....	2,738	326	7,898	3,784
Wed., Mar. 12.....	4,732	180	7,315	4,139
Thurs., Mar. 13.....	3,463	193	7,794	7,849
Fri., Mar. 14.....	2,297	281	14,995	1,933
Sat., Mar. 15.....	242	...	5,333	...
Totals last week.....	19,581	1,147	59,691	24,414
Previous week.....	17,272	493	56,929	20,155
Year ago.....	15,688	325	48,647	23,551
Two years ago.....	21,449	1,000	31,052	20,487

Receipts at Chicago Stock Yards thus far this year to March 15, with comparative totals:

	1924.	1923.
Cattle.....	641,800	618,962
Calves.....	156,897	150,054
Hogs.....	2,773,165	2,350,550
Sheep.....	827,389	811,825

Combined weekly hog receipts at eleven markets for 1924 to March 15, with comparisons:

	Week.	Year to Date.
Week ending March 15.....	802,000	8,770,000
Previous week.....	790,000	...
Year ago.....	867,000	...
Corresponding week 1922.....	487,000	6,603,000
Corresponding week 1921.....	493,000	7,708,000

Combined receipts at seven points for the week ending March 15, 1924, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending March 15.....	173,000	695,000	178,000
Previous week.....	167,000	667,000	159,000
Corresponding week 1923.....	165,000	659,000	184,000
Corresponding week 1922.....	181,000	390,000	173,000
Corresponding week 1921.....	180,000	395,000	226,000

Combined receipts at seven markets for 1924 to March 15, and the corresponding period for previous years:

	*Cattle.	Hogs.	Sheep.
1924.....	1,957,000	8,152,000	2,065,000
1923.....	1,993,000	7,245,000	2,224,000
1922.....	1,869,000	5,508,000	2,047,000

*Calves at Omaha, St. Louis and St. Joseph are counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs for under-mentioned weeks:

The "Hook - Up" for a Bannon Separator

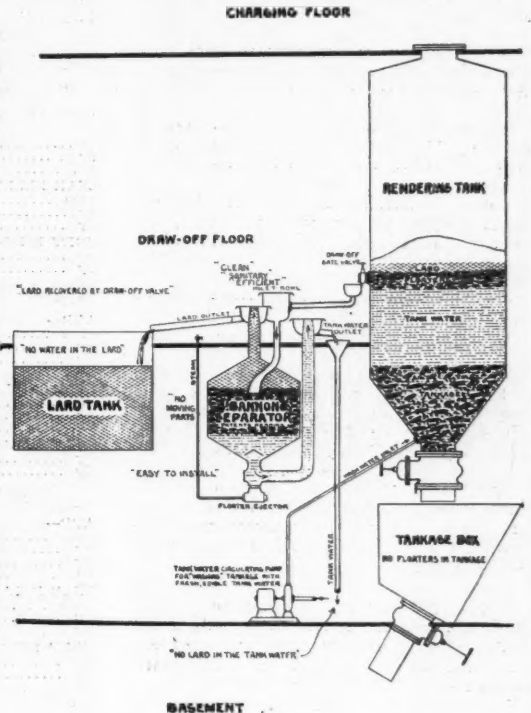
Note the layer of lard and settlings (floaters) left in the rendering tank after drawing off in the usual way.

This layer is there no matter how carefully you cook.

If you could examine the tankage, before it is dumped, you would find globules of lard all through it.

Hot, edible tank water should be run up through the tankage to loosen up all such globules of lard and the layer of floaters and the valuable lard should be run to a Bannon separator.

The separator will effectively separate the lard and the floaters and the tank-water from each other.



- NOTE:—(1) The tankage is "washed" with hot, edible, tank water.
(2) All valuable product is obtained from draw-off cock.
(3) All lard from separator is No. 1, edible.
(4) The "floaters" from Bannon Separator are re-rendered.

Send us particulars of your rendering plant

The Bannon Company Limited
32 Illinois Street, Buffalo, N. Y.

	Number received.	Average weight.	Prices—
		lb.	Top. Average
*Week ending March 15.....	224,500	230	\$ 7.65 \$ 7.40
Previous week.....	193,694	232	7.70 7.35
1923.....	197,522	239	8.85 8.20
1922.....	150,180	240	10.95 10.25
1921.....	137,015	239	11.50 10.00
1920.....	167,100	238	16.30 15.00
1919.....	155,023	235	19.90 19.50
1918.....	243,767	237	18.15 17.40
1917.....	108,399	212	15.25 15.00
1916.....	152,087	221	10.00 9.65
1915.....	127,862	237	6.92½ 6.79
1914.....	122,359	236	8.87½ 8.70
Av. 1914-1923.....	166,200	233	\$12.65 \$12.05

*Receipts and average weight for week ending March 15, 1924, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending March 15.....	\$ 9.40	\$ 7.40	\$ 9.85	\$15.40
Previous week.....	9.60	7.35	9.25	15.50
1923.....	8.85	8.20	8.00	13.75
1922.....	7.95	10.25	8.35	14.40
1921.....	9.10	10.00	5.75	9.50
1920.....	22.90	15.00	13.15	18.40
1919.....	16.10	19.50	14.50	19.60
1918.....	13.00	17.40	13.60	17.70
1917.....	11.50	15.00	12.10	13.75
1916.....	8.95	9.65	8.10	11.30
1915.....	7.65	6.70	7.40	9.50
1914.....	8.35	8.70	6.10	7.85
Av. 1914-1923.....	\$10.45	\$12.05	\$ 9.70	\$13.60

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending March 15.....	35,000	166,100	48,900
Previous week.....	38,480	136,774	41,652
1923.....	35,051	148,875	44,631
1922.....	38,640	119,137	47,930
1921.....	33,268	99,137	68,683

*Saturday, March 15, estimated.

Chicago packers hogs slaughtered for the week ending March 15, 1924:

Armour & Co.....	17,400
Anglo-American.....	10,000
Swift & Co.....	21,800
Hammond Co.....	9,900
Morris & Co.....	16,500
Wilson & Co.....	17,000
Boyd-Lunham.....	7,800
Western P. Co.....	19,600
Roberts & Oake.....	7,800
Miller & Hart.....	5,900
Independent Packing Co.....	7,400
Brennan Packing Co.....	8,100
Wm. Davies Co.....	400
Agar Packing Co.....	...
Others.....	26,200
Totals.....	175,800
Previous week.....	149,200
Year ago.....	152,900
Two years ago.....	127,500
Three years ago.....	103,400

(For Chicago livestock prices see page 23.)

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, March 20, 1924.

Green Meats.

Regular Hams—		
8-10 lbs. avg.	14	@14 1/4
10-12 lbs. avg.	14	@14 1/4
12-14 lbs. avg.	14	@14 1/4
14-16 lbs. avg.	14	@14 1/4
16-18 lbs. avg.	14 1/2	@14 1/2
18-20 lbs. avg.	14 1/2	@14 1/2

Skinned Hams—		
14-16 lbs. avg.	15 1/2	@15 1/2
16-18 lbs. avg.	15 1/2	@15 1/2
18-20 lbs. avg.	15 1/2	@15 1/2
20-22 lbs. avg.	15 1/2	@15 1/2
22-24 lbs. avg.	15 1/2	@15 1/2
24-26 lbs. avg.	15 1/2	@15 1/2
26-30 lbs. avg.	11	@11

Picsies—		
4-6 lbs. avg.	7 1/2	@7 1/2
6-8 lbs. avg.	7 1/2	@7 1/2
10-12 lbs. avg.	7	@7
12-14 lbs. avg.	6 1/2	@6 1/2
14-16 lbs. avg.	6 1/2	@6 1/2

Clear Bellies—		
6-8 lbs. avg.	13 1/2	@13 1/2
8-10 lbs. avg.	11 1/2	@11 1/2
10-12 lbs. avg.	11	@11
12-14 lbs. avg.	11	@11
14-16 lbs. avg.	10 1/2	@10 1/2

Pickled Meats.

Regular Hams—		
10-12 lbs. avg.	13 1/2	@14
12-14 lbs. avg.	13 1/2	@14
14-16 lbs. avg.	13 1/2	@14
16-18 lbs. avg.	13 1/2	@14
18-20 lbs. avg.	14 1/2	@15

Boiling Hams—		
16-18 lbs. avg.	15 1/2	@15 1/2
18-20 lbs. avg.	16	@16
20-22 lbs. avg.	16	@16

Skinned Hams—		
14-16 lbs. avg.	15 1/2	@15 1/2
16-18 lbs. avg.	15 1/2	@15 1/2
18-20 lbs. avg.	14 1/2	@14 1/2
20-22 lbs. avg.	13 1/2	@13 1/2
22-24 lbs. avg.	12	@12
24-26 lbs. avg.	11 1/2	@11 1/2
26-30 lbs. avg.	11 1/2	@11 1/2

Picsies—		
4-6 lbs. avg.	8	@8
6-8 lbs. avg.	7 1/2	@7 1/2
8-10 lbs. avg.	7 1/2	@7 1/2
10-12 lbs. avg.	7	@7
12-14 lbs. avg.	6 1/2	@6 1/2
14-16 lbs. avg.	6 1/2	@6 1/2

Bellies (square cut and seedless)—		
6-8 lbs. avg.	12 1/2	@12 1/2
8-10 lbs. avg.	11 1/2	@11 1/2
10-12 lbs. avg.	10 1/2	@10 1/2
12-14 lbs. avg.	10 1/2	@10 1/2
14-16 lbs. avg.	10 1/2	@10 1/2

Dry Salt Meats.

Extra ribs, 35-45	9 1/2	@9 1/2
Extra clears, 35-45	9 1/2	@9 1/2
Regular plates, 6-8	7 1/2	@7 1/2
Clear plates, 4-7	7 1/2	@7 1/2
Jowl butts	6 1/2	@6 1/2

Fat Backs—		
8-10 lbs. avg.	8 1/2	@8 1/2
10-12 lbs. avg.	8 1/2	@8 1/2
12-14 lbs. avg.	9	@9
14-16 lbs. avg.	9	@9
16-18 lbs. avg.	9 1/2	@9 1/2
18-20 lbs. avg.	10 1/2	@10 1/2
20-25 lbs. avg.	10 1/2	@10 1/2

Clear Bellies—		
14-16 lbs. avg.	10 1/2	@10 1/2
16-18 lbs. avg.	10 1/2	@10 1/2
18-20 lbs. avg.	10 1/2	@10 1/2
20-25 lbs. avg.	10 1/2	@10 1/2
25-30 lbs. avg.	10 1/2	@10 1/2
30-35 lbs. avg.	10	@10
35-40 lbs. avg.	9 1/2	@9 1/2
40-50 lbs. avg.	9 1/2	@9 1/2

FUTURE PRICES.

Official Board of Trade, Range of Prices.

SATURDAY, MARCH 15, 1924.

	Open.	High.	Low.	Close.
LARD—				
March	10.92 1/2	10.92 1/2	10.92 1/2	10.92 1/2
May	11.05	11.17 1/2	11.05	11.15
July	11.35	11.37 1/2	11.35	11.37 1/2
CLEAR BELLIES—				
March				10.12 1/2
May				10.35
SHORT RIBS—				
May	9.72 1/2	9.72 1/2	9.70	9.72 1/2
July	9.97 1/2	10.00	9.97 1/2	10.00

MONDAY, MARCH 17, 1924.

	Open.	High.	Low.	Close.
LARD—				
March	10.85	10.87 1/2	10.85	10.87 b
May	11.05	11.07 1/2	11.05	11.07
July	11.27 1/2	11.30	11.25	11.30 ax
Sept.	11.50	11.52	11.50	11.52 ax
CLEAR BELLIES—				
March				10.10 n
May				10.30 ax
July	10.57 1/2	10.62 1/2	10.55	10.62 b
SHORT RIBS—				
May	9.65	9.65	9.65	9.65 ax
July				9.97 ax

TUESDAY, MARCH 18, 1924.

	Open.	High.	Low.	Close.
LARD—				
March				10.90 b
May				11.07 b
July	11.32 1/2	11.32 1/2	11.30	11.30 b
Sept.	11.57 1/2	11.57 1/2	11.52-55	11.55 ax
CLEAR BELLIES—				
March				10.12 b
May				10.35
July				10.65
SHORT RIBS—				
May	9.62 1/2	9.65	9.60	9.65
July	9.97 1/2	9.97 1/2	9.92-95	9.95 b

WEDNESDAY, MARCH 19, 1924.

	Open.	High.	Low.	Close.
LARD—				
March	10.87 1/2	10.90	10.87 1/2	10.90 ax
May	11.07 1/2	11.07 1/2	11.02-05	11.05 b
July	11.30	11.30	11.27 1/2	11.27 b
Sept.	11.52 1/2	11.52 1/2	11.50	11.50 ax
CLEAR BELLIES—				
March				10.12 n
May				10.32
July				10.67
SHORT RIBS—				
May				9.60
July				9.95 n

THURSDAY, MARCH 20, 1924.

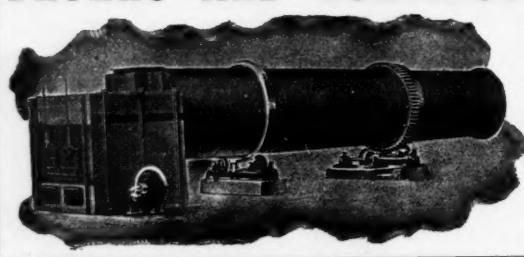
	Open.	High.	Low.	Close.
LARD—				
March				10.87 ax
May	11.07 1/2	11.07 1/2	11.02 1/2	11.02
July				11.27 ax
Sept.	11.50	11.50	11.47-50	11.50 ax
CLEAR BELLIES—				
March				10.15 n
May				10.35 b
July				10.67 b
SHORT RIBS—				
May	9.60	9.60	9.60	9.60 ax
July				9.95 ax

FRIDAY, MARCH 21, 1924.

	Open.	High.	Low.	Close.
LARD—				
March				10.87 n
May	11.05	11.05	10.97-11	11.00-02 b
July	11.30	11.30	11.22	11.25 b
Sept.	11.45	11.45	11.45	11.45 b
CLEAR BELLIES—				
March				10.20 n
May				10.35 b
July				10.70 b
SHORT RIBS—				
May				9.60 b
July				9.95 n

How do you make the sweet pickle solution for curing meats? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

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68 William St. - - - New York

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, March 20, 1924, with comparisons, follows:

	Week ending Mar. 20, 1924.	Prev. week, 1923.	Cor. week, 1923.
Armour & Co.	12,008	14,953	11,900
Anglo-Am. Pro. Co.	8,644	8,318	6,500
Swift & Co.	13,846	13,701	11,500
G. H. Hammond & Co.	9,184	10,045	5,500
Morris & Co.	13,984	14,657	10,000
Wilson & Co.	14,171	13,892	11,700
Boyd-Lunham & Co.	7,085	7,139	5,900
Western Pkg. & Pro. Co.	12,500	14,100	13,200
Roberts & Onke	5,012	7,163	6,800
Miller & Hart	4,918	6,749	5,900
Independent Packing Co.	6,542	5,883	4,700
Brennan Packing Co.	7,730	8,026	4,600
William Davies Co.			2,400
Agar Packing Co.	200	520	2,000
Others	3,000	2,500	14,100
Total	119,119	127,646	115,900

CHICAGO RETAIL FRESH MEATS

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	28	15
Rib roast, light end	40	32	30
Chuck roast	20	18	14
Steaks, round	40	50	30
Steaks, sirloin, first cut	45	55	35
Steaks, porterhouse	60	45	35
Steaks, flank	28	25	18
Beef stew, chuck	18	15	13 1/2
Corned briskets, boneless	22	20	18
Corned plates	18	12	10
Corned rumps, boneless	25	22	19

Lamb.

	Good.	Com.
Hindquarters	38	25
Legs	40	28
Stews	12 1/2	18
Chops, shoulder	24	20
Chops, rib and loin	50	..

Mutton.

Legs	22	..
Stew	12 1/2	..
Shoulders	20	..
Chops, rib and loin	35	..

Pork.

Loins, whole 8@10 avg.	20	@22
Loins, whole, 10@12 avg.	18	@20
Loins, whole, 12@14 avg.	16	@17
Loins, whole, 14 and over	14	@15
Chops	20	@25
Shoulders	20	@14
Butts	20	@16
Spare ribs	20	@12
Hocks	20	@12
Leaf lard, unrendered	20	@14

Veal.

Hindquarters	25	@35
Forequarters	12	@18
Legs	35	@45
Breasts	14	@18
Shoulders	14	@22
Cutlets	14	@20
Rib and loin chops	14	@40

Butchers' Offal.

Suet	4	@4
Shop fat	2	@2
Bones, per 100 lbs.	20	@20
Calf skins	18	@18
Klips	15	@15
Deacons	12	@12

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., L. C. L.	6½	6½
Crystals	7½	7½
Double refined nitrate of soda, f. o. b. N. Y. & S. F. carloads	4½	4½
Less than carloads, granulated	4½	4½
Crystals	5½	5½
Kegs, 100@150 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	10	9½
Crystal to powdered, in bbls., in 5-ton lots or more	10½	9½
In bbls. in less than 5-ton lots	10½	10
Borax, carloads, powdered, in bbls.	5½	5½
In ton lots, gran. or powdered, in bbls.	5½	5½
Salt—		
Granulated, car lots, per ton f. o. b., Chi- cago, bulk		\$ 8.80
Medium, car lots, per ton, f. o. b., Chicago, bulk		9.80
Rock, car lots, per ton, f. o. b., Chicago.		7.60
Sugar—		
Raw sugar, 96 basis	@7.00	
Second sugar, 90 basis	@7.25	
Syrup, testing 63 to 65 combined sucrose and invert	@42	
Standard, granulated, f. o. b. refinery (net)	@8.60	
Plantation, granulated, f. o. b., New Or- leans (less 8 per cent.)	@8.40	
White clarified, f. o. b. New Orleans (net)	@8.10	
Yellow clarified, f. o. b. New Orleans (net)	@8.00	

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.		Week ending	Cor. week
		March 22.	1923.
Prime native steers.....	18 @20	16 @17	
Good native steers.....	16 @18	14 @15	
Medium steers.....	12 @16	11 @13	
Heifers, good.....	12 @16	11 @13	
Cows.....	9 @12	8 @11	
Hind quarters, choice.....	25 @22		
Fore quarters, choice.....	14 @13		

Beef Cuts.

Steer Loins, No. 1.....	36 @32	33 @32	
Steer Loins, No. 2.....	32 @32	30 @32	
Steer Short Loins, No. 1.....	47 @47	45 @45	
Steer Short Loins, No. 2.....	42 @42	40 @40	
Steer Loin Ends (hips).....	28 @28	23 @23	
Steer Loin Ends, No. 2.....	27 @27	22 @22	
Cow Loins.....	12 @23	15 @20	
Cow Short Loins.....	20 @34	20 @24	
Cow Loin Ends (hips).....	12 @18	10 @18	
Steer Ribs, No. 1.....	27 @27	23 @23	
Steer Ribs, No. 2.....	26 @26	21 @21	
Cow Ribs, No. 1.....	23 @23	20 @20	
Cow Ribs, No. 2.....	20 @20	16 @16	
Cow Ribs, No. 3.....	13 @13	10 @10	
Steer Round, No. 1.....	15 @15	12 @12	
Steer Round, No. 2.....	15 @15	12 @12	
Steer Chucks, No. 1.....	12 1/2 @12 1/2	10 1/2 @10 1/2	
Steer Chucks, No. 2.....	12 @12	9 @9	
Cow Round, No. 1.....	10 @13	11 1/2 @12 1/2	
Cow Chucks.....	7 1/2 @9 1/2	8 @8 1/2	
Steer Plates.....	11 @11	10 @10	
Medium Plates.....	11 @11	10 @10	
Briskets, No. 1.....	18 @18	16 @16	
Briskets, No. 2.....	15 @15	12 @12	
Steer Navel Ends.....	7 1/2 @8	7 @7	
Cow Navel Ends.....	5 1/2 @6	6 @6	
Fore Shanks.....	6 @6	4 1/2 @4 1/2	
Hind Shanks.....	4 1/2 @4 1/2	3 1/2 @3 1/2	
Rolls.....	18 @20	22 @22	
Strip Loins, No. 1, boneless.....	50 @50	45 @45	
Strip Loins, No. 2.....	50 @50	45 @45	
Strip Loins, No. 3.....	15 @15	12 @12	
Sirloin Butts, No. 1.....	30 @30	26 @26	
Sirloin Butts, No. 2.....	25 @25	21 @21	
Sirloin Butts, No. 3.....	17 @17	14 @14	
Beef Tenderloins, No. 1.....	75 @75	70 @70	
Beef Tenderloins, No. 2.....	65 @65	60 @60	
Rump Butts.....	16 @17	14 @14	
Flank Steaks.....	9 @10	8 @8	
Boneless Chucks.....	9 @10	8 @8	
Shoulder Clods.....	12 @15	13 @13	
Hanging Tenderloins.....	9 @10	8 @8	

Beef Products.

Brains, per lb.....	10 1/2 @12	9 1/2 @10	
Hearts.....	3 1/2 @4 1/2	4 @5	
Tongues.....	29 @30	29 @30	
Sweetbreads.....	41 @42	39 @41	
Ox-Tail, per lb.....	10 @11	9 @11	
Fresh Tripe, plain.....	4 @4	5 @6	
Fresh Tripe, H. C.....	7 1/2 @9	9 @9 1/2	
Livers.....	7 1/2 @9	9 @9 1/2	
Kidneys, per lb.....	8 @8 1/2	6 1/2 @9	

Veal.

Choice Carcass.....	18 @19	18 @19	
Good Carcass.....	13 @17	12 @17	
Good Saddle.....	12 @15	10 @15	
Good Backs.....	12 @15	8 @10	
Medium Backs.....	6 @6	6 @8	

Veal Product.

Brains, each.....	11 @11	10 @11	
Sweetbreads.....	53 @60	53 @62	
Calif Livers.....	32 @37	28 @32	

Lamb.

Choice Lambs.....	30 @30	25 @25	
Medium Lambs.....	28 @28	24 @24	
Choice Saddles.....	32 @32	30 @30	
Medium Saddles.....	30 @30	28 @28	
Choice Fores.....	24 @24	20 @20	
Medium Fores.....	22 @22	20 @20	
Lamb Fries, per lb.....	30 @31	26 @28	
Lamb Tongues, each.....	13 @13	18 @18	
Lamb Kidneys, per lb.....	25 @25	25 @25	

Mutton.

Heavy Sheep.....	17 @17	11 @11	
Light Sheep.....	19 @19	14 @14	
Heavy Saddles.....	21 @21	14 @14	
Light Saddles.....	23 @23	18 @18	
Heavy Fores.....	13 @13	10 @10	
Light Fores.....	15 @15	10 @10	
Mutton Legs.....	24 @24	19 @19	
Mutton Loins.....	18 @18	18 @18	
Mutton Stew.....	12 @12	7 @7	
Sheep Tongues, each.....	13 @13	8 @8	
Sheep Heads, each.....	10 @10	10 @10	

Fresh Pork, Etc.

Dressed Hogs.....	12 @12	15 @15	
Pork Loins, 8@10 lbs. avg.....	15 @15	15 @15	
Leaf Lard.....	11 1/2 @11 1/2	12 @12	
Tenderloin.....	55 @55	53 @53	
Spare Ribs.....	8 1/2 @8 1/2	9 1/2 @9 1/2	
Butts.....	11 1/2 @11 1/2	12 1/2 @12 1/2	
Hocks.....	9 @9	11 1/2 @11 1/2	
Trimnings.....	8 @8	8 @8	
Extra lean trimmings.....	9 1/2 @9 1/2	12 1/2 @12 1/2	
Tails.....	8 @8	10 @10	
Snouts.....	6 @6	6 @6	
Pigs' Feet.....	6 @6	4 1/2 @4 1/2	
Pigs' Heads.....	7 @7	7 @7	
Blade Bones.....	11 1/2 @11 1/2	11 @11	
Blade Meat.....	7 @7	7 @7	
Cheek Meat.....	6 @6	7 @7	
Hog Livers, per lb.....	4 1/2 @4 1/2	5 1/2 @5 1/2	
Neck Bones.....	3 @3	3 1/2 @3 1/2	
Skinless Shoulders.....	9 @9	11 @11	
Pork Hearts.....	4 1/2 @4 1/2	4 @4	
Pork Kidneys, per lb.....	5 1/2 @5 1/2	5 @5	
Pork Tongues.....	14 @14	14 @14	
Slip Bones.....	9 @9	9 @9	
Tail Bones.....	9 @9	9 @9	
Brains.....	12 @12	10 @10	
Back Fat.....	12 1/2 @12 1/2	13 1/2 @13 1/2	
Hams.....	15 1/2 @15 1/2	20 @20	
Casas.....	8 1/2 @8 1/2	10 1/2 @10 1/2	
Bellies.....	13 1/2 @13 1/2	10 @10	

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	22 @22		
Country style sausage, fresh, in link.....	18 @18		
Country style sausage, smoked.....	18 @18		
Mixed sausage, fresh.....	12 1/2 @12 1/2		
Frankfurts in pork casings.....	13 1/2 @13 1/2		
Frankfurts in sheep casings.....	16 1/2 @16 1/2		
Bologna in beef bungs, choice.....	14 1/2 @14 1/2		
Bologna in beef middles, choice.....	14 @14		
Bologna in cloth, paraffined, choice.....	16 @16		
Liver sausage in hog bungs.....	16 @16		
Liver sausage in beef rounds.....	10 @10		
Head cheese.....	17 @17		
New England luncheon specialty.....	17 @17		
Liberty luncheon specialty.....	14 @14		
Mixed luncheon specialty.....	20 @20		
Tongue sausage.....	15 @15		
Blood sausage.....	14 1/2 @14 1/2		
Polish sausage.....	14 @14		
Souse.....	14 @14		

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	46 @46		
Cervelat, new condition, in hog bungs.....	15 @15		
Cervelat, new condition, in beef middles.....	15 @15		
Thuringer Cervelat.....	20 @20		
Farmer.....	22 @22		
Holsteiner.....	41 @41		
B. C. Salami, choice.....	20 @20		
Milano Salami, choice, in hog bungs.....	36 @36		
B. C. Salami, new condition.....	36 @36		
Prussia, choice, in hog middles.....	29 @29		
Genoa style Salami.....	20 @20		
Peperoni.....	46 @46		
Mortadella, new condition.....	35 @35		
Capicola.....	36 @36		
Italian style hams.....	36 @36		
Virginia style hams.....	36 @36		

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—			
Small tins, 2 to crate.....	5.75		
Large tins, 1 to crate.....	5.50		
Frankfurt style sausage in sheep casings—			
Small tins, 2 to crate.....	7.00		
Large tins, 1 to crate.....	8.00		
Frankfurt style sausage in pork casings—			
Small tins, 2 to crate.....	8.50		
Large tins, 1 to crate.....	7.50		
Smoked link sausage in pork casings—			
Small tins, 2 to crate.....	6.00		
Large tins, 1 to crate.....	7.00		

SAUSAGE CASINGS.

(F. O. R. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce, per set.....	19 @19		
Beef rounds, export, 225 sets, per tierce, per set.....	24 @24		
Beef middles, 110 sets, per tierce, per set.....	87 @87		
Beef bungs, No. 1, 400 pieces, per tierce, per piece.....	30 @30		
Beef bungs, No. 2, 400 pieces, per tierce, per piece.....	20 @20		
Beef weasands, No. 1, per piece.....	17 @17		
Beef weasands, No. 2, per piece.....	8 @8		
Beef bladders, small, per doz.....	1.40 @1.40		
Beef bladders, medium, per doz.....	1.35 @1.35		
Beef bladders, large, per doz.....	1.50 @1.50		
Hog casings, medium, f. o. s., per lb.....	0.90 @0.90		
Hog casings, extra narrow, selected, per lb, f. o. s.....	2.00 @2.00		
Hog middles, without cap, per set.....	16 @16		
Hog middles, with cap, per set.....	18 @18		
Hog bungs, export.....	21 @21		
Hog bungs, large, prime.....	15 @15		
Hog bungs, medium.....	7 1/2 @7 1/2		
Hog bungs, small, prime.....	5 @5		
Hog bungs, narrow, demand.....	3 @3		
Hog stomachs, per piece.....	8 @8		

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00		
Honeycomb tripe, 200-lb. bbl.....	18.00		
Pocket honeycomb tripe, 200-lb. bbl.....	15.50		
Pork feet, 200-lb. bbl.....	53.00		
Pork tongues, 200-lb. bbl.....	48.00		
Lamb tongues, long cut, 200-lb. bbl.....	57.00		
Lamb tongues, short cut, 200-lb. bbl.....	57.00		

CANNED MEATS.

	No. 1/2	No. 1	No. 2	No. 6
Corned beef.....	2.40	2.35	4.00	16.00
Roast beef.....	2.40	2.35	4.50	15.00
Roast mutton.....	2.40	2.40	4.75	16.50
Sliced dried beef.....	1.85	4.00		
Ox tongue, whole.....			17.50	56.00
Lunch tongue.....	2.85	4.70	9.50	34.50
Corned beef hash.....	1.50	2.75	4.25	
Hamburger steaks with onions.....	1.50	2.25	4.25	
Vienna style sausage.....	1.15	2.25	4.15	
Veal loaf, medium size.....	2.00			
Chili con carne with, or without, beans.....		1.25		
Potted meats.....	.80			

BARRELED PORK AND BEEF.

Mess pork, regular.....	\$ 22.50		
Family back pork, 20 to 34 pieces.....	23.00		
Family back pork, 35 to 45 pieces.....	23.50		
Clear back pork, 40 to 45 pieces.....	23.50		
Clear plate pork, 25 to 35 pieces.....	20.25		
Clear plate pork, 35 to 45 pieces.....	20.00		
Bean pork.....	18.50		
Brisket pork.....	18.50		
Plate beef.....	18.50		
Extra plate beef, 200-lb. barrels.....	19.50		

COOPERAGE.

Ash pork barrels, black iron hoops.....	1.87 1/2 @1.70		
Oak pork barrels, black iron hoops.....	1.87 1/2 @1.90		
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.90		
Red oak lard tierces.....	2.50 @2.52 1/2		
White oak lard tierces.....	2.70 @2.72 1/2		
White oak ham tierces.....	3.05 @3.05		

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	22 @22		
Cartons, rolls or prints, 1-lb.....	23 @23		
Cartons, rolls or prints, 2@5 lbs.....	22 1/2 @22 1/2		
Shortenings, 30@60 lbs. tubs.....	17 @17		
Nut Margarine, prints, 1 lb.....	21 1/2 @21 1/2		

DRY SALT MEATS.

Extra short clears.....	9 1/2 @9 1/2		
Extra short ribs.....	9 1/2 @9 1/2		
Short clear middles, 30-lb. avg.....	10 1/2 @10 1/2		
Clear bellies, 14@16 lbs.....	10 1/2 @10 1/2		
Clear bellies, 18@20 lbs.....	10 1/2 @10 1/2		
Clear bellies, 25@30 lbs.....	10 1/2 @10 1/2		
Rib bellies, 25@30 lbs.....	10 1/2 @10 1/2		
Fat backs, 10@12 lbs.....	9 @9		
Fat backs, 12@14 lbs.....	9 @9		
Fat backs, 14@16 lbs.....	9 1/2 @9 1/2		
Regular plates.....	7 1/2 @7 1/2		
Butts.....	6 1/2 @6 1/2		

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	21 1/2 @21 1/2		
Skinned hams, fancy, 16@18 lbs.....	23 1/2 @23 1/2		
Standard regular hams, 12@16 lbs.....	19 @19 1/2		
Picnics, 6@8 lbs.....	17 @17 1/2		
Standard bacon, 8@12 lbs.....	17 @17 1/2		
Standard bacon, 4@8 lbs.....	17 @17 1/2		
Standard bacon, 12@14 lbs.....	17 @17 1/2		
Standard bacon strips, 6@7 lbs.....	17 1/2 @17 1/2		
Cooked hams, choice, skin on, surplus fat off, smoked.....	31 @31		
Cooked hams, choice, skinned, surplus fat off, smoked.....	32 @32		
Cooked hams, choice, skinned, surplus fat off, smoked.....	34 @34		
Picnic, skin on, surplus fat off, smoked.....	18 @18		
Picnics, skinned, surplus fat off, smoked.....	19 @19		
Loin roll.....	29 @29		

ANIMAL OILS.

Prime lard oil.....	13 1/2 @ 13 1/2
Extra winter strained lard.....	11 1/2 @ 12
Extra lard oil.....	11 @ 11 1/2
Extra No. 1 lard.....	10 1/2 @ 11 1/2
No. 1 lard oil.....	10 1/2 @ 11 1/2
No. 2 lard oil.....	10 1/2 @ 10 1/2
Pure neatfoot oil.....	14 @ 14 1/2
Extra neatfoot oil.....	10 1/2 @ 11 1/2
No. 1 neatfoot oil.....	10 1/2 @ 11
Acidless tallow oil.....	10 1/2 @ 11

Retail Section

"Ready-to-Eat" Meat Profits

Talks on "Ready-to-Eat Meats," by John T. Cutting, secretary of the New York Meat Council; "Advertising in Window and Counter Displays," by E. C. Tompkins, of the advertising and sales department of Swift & Company; "Association Co-operation," by David Van Gelder of the South Brooklyn Branch, and an address by William Helling, president of the Brooklyn Branch, formed the nucleus of the program at the rally of the South Brooklyn Branch, United Master Butchers of America, under the auspices of the New York Meat Council on Tuesday evening.

President Louis Bender called the meeting to order, and in his loyal, wholehearted way explained the object of the meeting. He introduced the principal speakers, the first of whom was John T. Cutting, secretary of the New York Meat Council, who spoke upon the subject of "Ready-to-Eat Meats," along the lines of his talk at the Washington Heights Branch a short time ago.

Mr. Cutting stated the display, which was most temptingly arranged, had been gotten together by Swift & Company at about two hours' notice, and was for the purpose of showing the retailer the profits in handling this class of product, and which would not detract from the sale of fresh meats.

He further stated that he had prepared figures, made from an actual survey of the delicatessen stores, showing they made an average profit of 162 per cent, taking any seven of the articles displayed. The proposition is not a new one, he stated, as many of the butchers have been handling boiled hams for a number of years.

The campaign on "ready to-eat-meats" was started by the Chicago Meat Council in that city, and more than 600 retailers listened to Mr. Hawkinson's talk on the subject. Mr. Cutting cited incidents about

John T. Russell, president of the National Association of Meat Councils, the rally at the Washington Heights Branch and a week later by the Hudson County Branch.

He gave figures showing the wholesale costs and the retail prices charged by these delicatessen stores, such as liverwurst, wholesale 18c, retail 40c; bologna, wholesale 16c, retail 40c; corned beef, wholesale 42c, retail 90c; boiled tongue, wholesale 30c, retail \$1.10; headcheese, wholesale 18c, retail 40c; salami, wholesale 23c, retail 60c, and roast ham, wholesale 60c, retail \$1.10.

Mr. Cutting further stated that his visit to the delicatessen stores was between the hours of four and six, week days, when butcher shops were open, and the former were doing a good business.

The cost of installation of a line of "ready-to-eat meats" is nominal, and they are not as perishable as fresh meats, and could in no way be affected by the Sunday closing laws, as seemed to be the opinion of a few.

But if this line of product were attractively displayed it would in all probability have the effect on the housewife of purchasing something for the late midnight snack, the morrow's breakfast or luncheon, and such installation would not be as far-fetched as some of the side lines carried, by cigar stores, for instance.

Work of New York Meat Council.

Mr. Cutting, aside from his talk on the display of "ready-to-eat" food products, outlined the activities of the New York Meat Council. Mr. Cutting's second talk was requested by several of the members of the South Brooklyn Branch. He said, in part:

"I feel grateful to you for asking for an outline of the work and scope of the activities of the New York Meat Council. It affords me the opportunity of showing all of you that, even though some of the work of the council does not bring dollars and cents to your individual cash regis-

ters, the good accrues to the meat industry as a whole, and you are bound to reap the benefits indirectly in due time.

"The Meat Council came into existence in this way. In 1920 four of your members journeyed to Atlantic City for the Packers' Convention. They saw, they heard, and they came back inspired to organize a body of wholesalers and retailers to promote greater interest in the problems which confronted the industry at that time.

"These men were George Kramer, Moe Loeb, Frank Burck and August Grimm. Just to show you that the men who seem to be the busiest are always able to shoulder a few more responsibilities, keep in mind what these men are today. George Kramer is president of Ye Olde New York Branch of United Master Butchers, chairman of the New York Meat Council, and owns a half dozen paying meat shops. He has interested himself in every activity of the butchers for many years. The packers invited him to speak at their convention last year. Mr. Loeb is state president of the United Master Butchers. Frank Burck was state president, and August Grimm was national treasurer. Aside from all their organization activities, these men are successful business men.

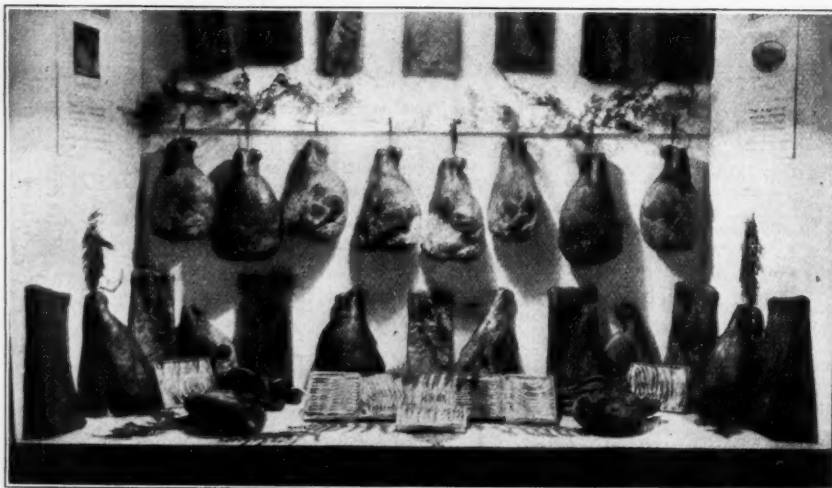
"Men like these organized the New York Meat Council. It was David Van Gelder, one of your own branch members, who because of his persistence is responsible for the accounting systems which have been a great help to some of the butchers of Greater New York."

Helped to Sell More Meat.

Mr. Cutting explained the three purposes for the existence of a Meat Council, and dwelt at some length on the educational activities of the council. He spoke of the free newspaper space given to publicity stories on the meat situation from time to time. He explained that all newspaper stories and radio talks given by the council were directed at the public, to show them some of the helps in the preparation and buying of meat products.

In order to educate the public in cooking the lesser-known cuts, such as chucks, etc., the council financed the purchase of scores of fireless cookers, which were sold to the public at cost by the retailers. The council held an exhibition at the Health Show in Grand Central Palace a few years ago and it was a great success, Mr. Cutting said. The council is issuing each month, so long as funds permit, a bulletin called "The Meat of the Matter." This gives brief accounts of all branches of the United Master Butchers, as well as the latest information on the activities of the Meat Council.

"The council is financed by contributions from the wholesalers and the retail butcher organizations," concluded Mr. Cutting, "and I trust that in the near future when I ask for financial aid in continuing the great good already established by the council, you gentlemen will not turn me down."



RETAILER'S WINDOW DISPLAY OF CURED MEATS.

This shows a model window display featuring cured meats which was prepared for the meeting of the Chicago Meat Council recently. An attractive window like this will do much to boost sales. Hams, picnics, bacon in the piece and sliced, and frankfurts are shown.

In introducing the next speaker, E. C. Tompkins, of the sales and advertising in the East for Swift & Company, it was announced that his talk was prepared at about two hours' notice.

Window and Counter Display.

Mr. Tompkins said that with the speed of the present day, people so busy having a good time and making money and living so fast, the average person did not have time to analyze, and that therefore first impressions were more important than in the past.

In this connection it must be recognized that the window display is the first contact the retailer has with his customer; a tastefully displayed window will result in larger sales, more satisfied customers and more business. Sanitation in food products are being more strongly emphasized; fronts of the stores should be absolutely clean, windows shining and decorations clean, and particular attention should be paid to this.

Mr. Tompkins, in citing the comparison of the pawn shop and the jewelry store, stated that because of the haphazard manner in which things are thrown into the window of the former, a beautiful diamond that would be passed by in such a window would attract universal attention on its velvet background in a neatly displayed jewelry window, which showed the necessity of having a proper setting for our products, as otherwise their value is lost.

Points in Making Displays.

The best of meat on a soiled platter or behind soiled windows would lose all the value of the advertising.

Another feature in displaying is insufficient lights. Nothing will set off meats as good lights, as they will bring out the red in the lean meats and make the fat seem to be whiter. Rather have too much than too little light, but have the light so arranged as to eliminate shadows.

You will find that if the light comes from one side of the window some parts of the meats are shaded. This should be eliminated to increase the value of window display.

Another thing in building window display is the contrast. Take, for instance, green ferns; the green background for the white platters increases the value of the product. The housewife is much inclined to buy what looks nice to her.

In displaying meats contrasts should be studied; arrange red and white, gray and brown, etc.

(Continued on next page.)

LOCAL AND PERSONAL.

A new meat market has been opened in Hagerstown, Md., by Clarence E. Brewer.

A. R. Scott has sold his meat market in Eugene, Ore., to William W. Green.

George Olson has bought the meat market of W. E. Bracewell in Marshalltown, Iowa.

William Macklem has sold his Ideal Meat Market in Laurel, Neb., to Archy Ray.

A new meat market has been opened in Biwabik, Minn., by Arthur Moren.

E. A. Dummitt has started a meat market in Nampa, Idaho.

A. M. Farley has sold his meat market in Mt. Vernon, Wash., to Sherman Anderson.

Edgar Simmons has bought the Crawford & Son meat market at Seneca and Douglas, Wichita, Kans.

J. A. Robinson has sold the Danville Fish and Meat Market, Danville, Ky., to John M. Back.

A new meat market has been opened in Waterloo, Ia., by J. L. Tunis.

Arthur Anthony has sold his meat market in Gloversville, N. Y., to Vernon A. Fusmer.

Do Your Own Killing?

Many retailers, especially in small cities and towns, do their own slaughtering. Many do not kill, but carry on a curing and sausage making business.

On the "Practical Points for the Trade" page will be found some suggestions for such a man, whose plant burned down, and who wanted to start over again, and start right.

George Denning has sold his meat market in Smethport, Pa., to George Hayes, Albert Cleveland and Lloyd Kohn.

William Minard has sold his meat market in Mt. Blanchard, Ohio, to Floyd Barton.

Earl Moninger has sold his meat market in Defiance, Ohio, to Lugbill brothers.

A new meat market has been opened in London, Ohio, by Adam Gutbord & Son.

Lepper & Lynn have opened a new meat market in Adrian, Minn.

F. H. Maas has sold his meat market in the Sanger Bldg., Clinton, Ia., to Carl Wilke.

A new meat market has been opened in Poughkeepsie, N. Y., by F. J. Hine.

G. V. Scherer has sold his meat market in Fairmont, Minn., to Art Mouldenhauer.

Charles Hunton has installed a meat market in the Dickerson Grocery, Jonesboro, Ark.

A new meat market has been opened in Kent, Wash., by Allan Newell and Harry Lybeck.

Francis Treon and Gus W. Fry have opened a new meat market at 3905 Main street, Kansas City, Mo.

Edward Herseth's meat market in Houghton, S. D., was recently destroyed by fire.

C. A. Widman has sold his meat market in Rosalia, Wash., to Erwin Wieman.

C. W. Henneman has opened a new meat market at 4762 Fifth avenue, N. E., Seattle, Wash.

E. L. Barker has sold his meat market in Mahanoeen, Minn., to Julius and Jens Svenstrup.

Gust Gustafson and H. C. Peterson have dissolved their partnership in the meat and grocery business in Rhinelander, Wis. The latter will continue in business.

C. H. Wilson has succeeded Wilson & Seaton in the ownership of the Chadron Meat Market, Chadron, Neb.

C. L. McWilliams has purchased the meat and sausage making business of Achziger & Gretfelder, Scottsbluff, Neb.

L. W. Walker has taken charge of the F. F. Dunn meat market, Overton, Neb.

Kable Brothers will open a meat market in the White Star cafe building, Grafton, Neb.

Paul Trimble is engaging in the meat and grocery business at 529 A Avenue, East, Albia, Ia.

Ben Stauffer has purchased the butcher shop of R. N. Walker in Fowler, Colo.

W. E. Vining has purchased the meat market of H. K. Baer, Stamford, Neb.

Fred Stormont has sold the Hyannis Meat Market, in Hyannis, Neb., to O. K. Anderson.

Lehr & Mitchell have engaged in the meat business at 114 North Washington avenue, Wellington, Kans.

W. S. Lefler has purchased the interest of Ed Allen in the City Meat Market, Dexter, Kans.

Arthur Butts has engaged in the meat business in Wilsey, Kans.

M. A. Brooks has purchased the butcher shop of Harry L. Moore, Blue Rapids, Kans.

Douglas & Fry have purchased the Home Meat Market, Independence, Kans., from Haster & Dillman.

Joseph Smutnik has purchased the meat and grocery business of W. Witkowski, 3180-84 East Warren avenue, Detroit, Mich.

Norbet Hamernik has succeeded Hamernok Bros. in the meat business on East Michigan avenue, Ypsilanti, Mich.

L. S. Mattison has disposed of his meat business at 2907 16th street, Detroit, Mich., to George Kamar.

Poirier Bros. have purchased the meat and grocery business of T. P. LaVigne, Ishpeming, Mich.

Fred Smaha has purchased the interest of J. W. Paulin in the Baxter Meat Market, Red Oak, Ia.

C. W. Warner is putting in a meat and fish market in San Rafael, Cal.

J. Tatlow has purchased the meat business of O. C. Sorenson & Son, 119 Nebraska avenue, Selma, Cal.

Everett Covey and E. D. Combs have opened a new retail meat market in Omak, Wash.

Kummer Brothers have moved their meat market from 122 East Wayne street, Butler, Pa., to 11 East Wayne, preparatory to building a new store on the old location.

A new meat market has been opened at 1324 South Meridian street, Indianapolis, Ind., by Walter M. Voss.

William Lewis of the Lewis & Speed meat market, Oregon, Ill., has sold his interest to his partner, Charles Speed, Jr.

Albert Dean and Harry Turnblade, owners of the Economy Meat Market, Walla Walla, Wash., have purchased the Roff's Market in the same city, and will operate it under the name "Dean's Market."

Schlesser Brothers have sold the Mt. Hood Meat Co., Hood River, Ore., to C. L. Howard.

Waggoner Bros. Co. has been incorporated in Central, Ia., with a capital stock of \$50,000 to operate grocery and meat stores. Incorporators are William M. Waggoner, A. J. Waggoner and E. J. Waggoner.

J. L. Mooney and W. F. McMurphy have opened a new meat market in Longview, Wash.

Harry Wolff has moved his Farmers' Meat Market from the Kelso Public Market, Kelso, Wash., into a building by itself.

A new meat market has been opened in Kenmore, N. Y., by C. T. May.

The People's Meat Market, Point Pleasant, W. Va., has moved to a new location.

The meat market, grocery store and garage of Pancini & Yank, Monongahela, Pa., was recently destroyed by fire.

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

New York Section

Value of Window Display

(Continued from page 51.)

In building a window display care should be taken not to overdo it. A window that is crowded, that contains too many items, is not a good advertisement, as one line detracts from another and does not leave any definite impression, but simply looks like meat.

Before starting have something definite in mind—feature some product or some line of products; have sufficient space between so that one will not detract from another. One item centered, placing other products around it, gives the impression of what you wish to convey.

A bad feature is the same display week after week, not of the same product, but of the same idea. Vary window displays; put in new ideas; new arrangement of products; give different impression and people will become interested in your window, which will help make customers.

Some retailers, too, in an excellent display will place a big streamer across the meat featuring something special. It is necessary at time to have signs, but these can be arranged in such place and in such size as to not detract from the display. Most of the larger concerns have what is known as dealer service; it is expensive, but a great deal can be gained by co-operation. It is a help to the retailer as well as to the wholesaler.

Realize Value of Display.

The poster service is a suggestion to your patrons to buy certain goods; it will help the producer and the manufacturer but it will be of service to you. It should be kept clean, be attractive and displayed in the right place. The poster is of no value to anybody if it has become soiled.

One way in which it can be used to best advantage is during the summer months, when there is no refrigeration in the window; but it should be changed often.

The equipment of this sort of dealers' service is being increased and the department enlarged, which shows that window display is attracting wider interest among the retailers. Formerly the dealer asked for the poster, but now requests are being made for special displays of this and that. All of which points to the fact that the retailer is coming to realize the value of his window and store for display.

Van Gelder on Co-operation.

The next speaker was the popular David Van Gelder, who spoke briefly on association co-operation. He spoke of the co-operation between wholesaler and retailer in getting speakers for educational talks and displays. He told of the advantages of being a member of the master butchers, and what co-operation was doing in the way of plate glass funds and compensation insurance, the former having saved the members several thousands of dollars.

As a further co-operative plan Mr. Van Gelder suggested that the members of that section get together and buy trucks for the purpose of carrying their purchases of meat from the market, which at the present time consumed much time and money in individual cartage; buy sawdust and naper bags and other supplies in large quantities, thus insuring a saving to the members. He also told about the service of the legal adviser.

Demonstrations and meat-cutting tests take place at almost every meeting of the various New York branches of the United Master Butchers' Association. Readers should note these tests, and the other practical information made public at these meetings. They are of value to the trade everywhere.

Delicatessen Prices

Here is the story in figures of what the delicatessen dealer makes on the sale of "Ready-to-Eat" meats.

The figures were gathered in a personal investigation by a Meat Council official.

	What he pays	What he gets
Liverwurst ...	18c	40c
Bologna	16c	42c
Corned beef ..	42c	90c
Boiled tongue.	30c	\$1.10
Head cheese ..	18c	40c
Salami	23c	60c
Roast ham ...	60c	\$1.10

The retail meat dealer can serve the consumer with these products as conveniently as the delicatessen man—and at profit to the consumer as well as to himself.

ties, thus insuring a saving to the members. He also told about the service of the legal adviser.

Mr. William Helling, president of the Brooklyn Branch, United Master Butchers of America, also spoke on association co-operation and the various co-operative plans inaugurated by this branch, and especially about the wholesale buying and selling plan to be conducted along the lines of the New York Calf Skin Association. Mr. Sam Heyman, a member of the Meat Council from the South Brooklyn Branch, was called upon to make a few remarks. He cited an incident where a member complained that retailing was being done at a wholesale establishment, but upon investigating proof of alleged retailing could not be substantiated. He requested that members get all the necessary data before making complaints, and asked Mr. Van Gelder, the other member of the Council from this branch, to explain to the members the procedure to be followed.

Retail Test on Beef Round.

A demonstration on a round of beef followed. The official report on this test follows:

Total weight of beef.....	Lbs. 89½	\$13.43
Shin beef	4-12 22c	\$1.05
Shin bones (2) ..	11-12 ..	
Flank bone	02 ..	
Thick flank	2-04 22	.50
Flank steak	1-12 30	.52
Flank fat	6- .. 4½	.27
Flank trimmings ..	1-13 20	.36
Top round	20-04 32	6.48
Bottom round ..	19-08 28	5.46
Rump	13-04 20	2.65
.....	3-00 ..	.08
Rump trim	1-08 20	.30
Rump bone	1-08 ..	
Rump fat	1-08 2½	.04
		\$17.71
Total selling price.....		\$17.71
Total cost price		13.43
Gross profit		\$ 4.28, or 24%

Picnics and Lamb Chops

The meat cutting demonstration at Ye Olde New York Branch, United Master Butchers of America, on Tuesday evening showed that a California style smoked ham of select quality was composed of 52% of meat, 30% of fat and 18% bone.

A discussion arose as to the cost of these hams, or picnics, from which it appeared that some retailers are selling them below cost.

Another demonstration was on a loin of lamb. The loin was cut from a fifty-pound lamb, which was trimmed and the following percentages found: 60% lamb chops, and 40% fat and flank. It was estimated that this particular loin on the whole was worth 38 cents a pound, cost price. That being true, the lamb chops would cost the retailer 62 cents a pound and the fat 2 cents a pound.

During the discussion it was agreed that most of the retailers were not in a position to get that price for lamb chops, and therefore were losing money on this operation.

Answering a letter embodying a complaint as to the poor quality of beef on the market at the present day, a reply from R. C. Pollock, secretary of the National Livestock & Meat Board, was read. Mr. Pollock stated that he was surprised to know that the complaint was on the quality of meat rather than on high prices, which was the usual complaint coming to his attention as to local consumption.

He stated that agricultural colleges and 2,500 county agents were devoting a great deal of time to the improvement of livestock, which would naturally lead to an improvement in the quality of meat. He also was of the opinion that the meat today is of better quality than it was ten years ago.

This particular phase of Mr. Pollock's letter did not coincide with the opinion of the forty-five retailers whose experience had extended over a period of from ten to thirty-five years. A letter was read from Mr. A. H. Fenske, president of the National Association of United Master Butchers, who had also been addressed on this subject.

Another matter of great importance was the discussion of two bills that have been introduced into the New York Assembly by Mr. Mandelbaum and Mr. Downing, both of which bills seemed to be almost identical and have to do with the Sunday closing laws. It seemed that they would make possible the opening of butcher shops on Sundays, and several senators and assemblymen have been asked for information as to their interpretation of the bills, in order that the Branch might make necessary preparations to oppose them.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, March 19, 1924.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 17@18c; green hams, 8-10 lbs., 16½c; 10-12 lbs., 16c; 12-14 lbs., 15c; green picnics, 4-6 lbs., 9@10c; 6-8 lbs., 8½@9c; green clear bellies, 6-8 lbs., 13c; 8-10 lbs., 12½c; 10-12 lbs., 12c; 12-14 lbs., 12c; green rib bellies, 10-12 lbs., 12c; 12-14 lbs., 11½c; sweet pickled clear bellies, 6-8 lbs., 9@10c; 8-10 lbs., 10c; 10-12 lbs., 10c; 12-14 lbs., 10c; sweet pickled rib bellies, 10-12 lbs., 10c; 12-14 lbs., 10c; sweet pickled hams, 8-10 lbs., 15½c; 10-12 lbs., 15c; 12-14 lbs., 15c; dressed hogs, 11½c; city steam lard, 11½c; compound, 11¼@12c.

NEW YORK NEWS NOTES.

J. A. Hawkinson, president of Allied Packers, Inc., Chicago, was in New York this week.

J. R. Stephenson, fresh pork department, Wilson & Company, Chicago, was a visitor to the city.

H. L. Schoenlein and John Weglarz, barreled beef department, Armour and Company, Chicago, spent a few days in New York.

Chas. H. Knight, president of the Louisville Provision Co., Louisville, Ky., was another visitor to the city this week. No wonder Broadway was brighter.

A. E. Bump, construction department, Boston, and F. Bratek of the superintendent's department, Chicago, Swift and Company, were in New York this week.

W. B. Cassell ran up from Baltimore, Md., for a few days, just to see that everything was all right in New York. Barry found Dave behaving himself and getting the business as usual.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending March 15th on shipments sold out, ranged from 9.00 to 18.00 cents per pound, and averaged 14.13 cents per pound.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending March 15, 1924: Meat—Manhattan, 241¾ lbs.; Brooklyn, 185 lbs.; Bronx, 36 lbs.; total, 462¾ lbs. Fish—Manhattan, 4,405 lbs.; Brooklyn, 61 lbs.; total, 4,466 lbs. Poultry and Game—Manhattan, 11¾ lbs.

The New York Group of the National Butchers' & Packers' Supply Association held a meeting on Monday night at the Opera Cafe which was very well attended. Matters of gripping interest were taken up in such detail that the Group will be compelled to call a second meeting this month. It will be on Monday, March 31st. Fred Schmidt and Arthur Daemcke were visitors and addressed the meeting; others giving short talks were Chairman R. W. Neuberger, Alfred Brand, R. H. Forschner and Dan Schnebel.

Edward Guckenheimer, formerly manager of Zimmerman & Company, and for the last seven years associated with Adolph Hess, in the firm of Guckenheimer and Hess, died at his home in Mount Vernon last Saturday. Mr. Guckenheimer is survived by his widow, Mrs. Lillian Zimmerman Guckenheimer; a son, Lawrence, and daughter, Mrs. Philip Stern. Mr. Guckenheimer was a member of Neboh Chapter, 213, R. A. M.; Hope Lodge 241, F. and A. M.; New York Council 348, R. A., and Maimonides Benevolent Society.

Jos. Himmelsbach, M. E. Otto S. Schlich, C. E.
Himmelsbach & Schlich
ENGINEERS AND ARCHITECTS
Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.
136 Liberty Street NEW YORK

The Horn & Supply Co.
Leominster, Mass.
Horns, Hoofs, Horn Tips and Waste
Dealers in
Manufacturers of
Pressed Horn and Hoof

Success with the Perfection Sausage Mold

One Sausage Maker Says:

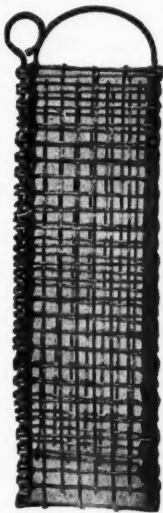
"We received your New Perfection Sausage Mold and find it very satisfactory, producing a beautiful piece of sausage."

*Let us show you how it will benefit you.
Write for particulars.*

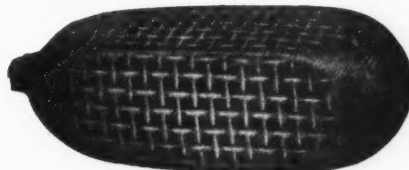
Sausage Mold Corporation

918 E. Main St.

Louisville, Ky.



The Mold



The Product

PRINT-AD-STRING

PRINT-AD-STRING is made in plain colors or combinations of colors to harmonize with the colors in your labels, making a neat package and increasing the advertising value of your label.

The tape is made in widths for all weight packages, and sold under guaranteed breaking strengths which insure safe delivery of your goods to the dealer.

Send us one of your labels and we will make up a sample to show you how Print-Ad-String will look on your packages.

CHICAGO PRINTED STRING CO.

2411 Clybourn Ave.,

CHICAGO, ILL.

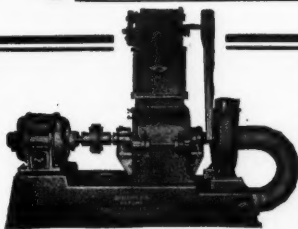


Cary's Universal Box Strapping

Known the World Over as the standard for quality and strength. This Strapping is made of extra soft annealed steel of great tensile strength. Nails can be driven through it without first punching holes. The nail heads are protected, when case is moved along the floor, by the raised bosses which strengthen the edge of the strap. Every coil is equipped with our Patent Metal Hanger which makes it a complete reel that can be hung anywhere without floor space being occupied.

Made in four widths, ¼, ½, ¾ and 1 inch. Put up in coils of 300 feet; 20 coils packed in a case. Also manufacturers of corrugated fasteners and shipping room specialties.

CARY MFG. CO.
Manhattan Bridge Plaza, Brooklyn, N. Y.



The Gruendler Ball Bearing Beef Scrap and Crackling Grinder for poultry feed

The GRUENDLER Ball Bearing Beef Scrap and Crackling Grinder including Air conveying system and cyclone collector is a known success for grinding poultry feed. Direct motor drive, if desired, requiring very little floor space. A compact, well built grinder for continuous duty 24 hours. Why experiment—the GRUENDLER has stood the test for over 35 years.

Also Manufacturers of Bone Mills, Carcasses, Crushers, Tankage, and all by-products.

Write for further information

GRUENDLER PATENT CRUSHER @ PULV. CO.
932 N. Main St. Established 1885 St. Louis, Mo.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium and light.....	@ 9.50
Cows, canners and cutters.....	2.25@ 3.00
Bulls, bologna.....	4.50@ 5.50

LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	15.00@15.50
Calves, veal, common to medium.....	10.00@12.00
Calves, veal, culls, per 100 lbs.....	7.00@ 9.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	@17.00
Sheep, ewes, prime, 100 lbs.....	8.00@ 8.50
Sheep, ewes, common to good, 100 lbs.....	4.50@ 7.50

LIVE HOGS.

Hogs, heavy.....	@7.00
Hogs, medium.....	7.65@7.75
Hogs, 140 lbs.....	@8.25
Pigs, under 70 lbs.....	@7.25
Roughs.....	6.50@6.75

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy.....	18 @19
Choice, native, light.....	18 @19
Native, common to fair.....	16 @17

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	16 @17
Native choice, yearlings, 400@600 lbs.....	18 @19
Western steers, 600@800 lbs.....	14 @16
Texas steers, 400@600 lbs.....	12 @13
Good to choice heifers.....	17 @18½
Good to choice cows.....	12 @13
Common to fair cows.....	10 @11
Fresh bologna bulls.....	8½@8¾

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@24	21 @24
No. 2 ribs.....	@18	18 @20
No. 3 ribs.....	@14	15 @17
No. 1 loins.....	@26	28 @32
No. 2 loins.....	@20	24 @27
No. 3 loins.....	@13	20 @23
No. 1 hinds and ribs.....	26 @28	20 @24
No. 2 hinds and ribs.....	23 @24	18 @19
No. 3 hinds and ribs.....	19 @20	15 @17
No. 1 rounds.....	@15	14 @15
No. 2 rounds.....	@12	@13
No. 3 rounds.....	@9	@12
No. 1 chucks.....	@13	13 @14
No. 2 chucks.....	@11	12 @13
No. 3 chucks.....	@8	10 @11
Bolognas.....	@6	9½@10½
Rolls, reg., 6@8 lbs. avg.....	22 @23	
Rolls, reg., 4@6 lbs. avg.....	17 @18	
Tenderloins, 4@5 lbs. avg.....	60 @70	
Tenderloins, 5@6 lbs. avg.....	80 @90	
Shoulder clods.....	10 @11	

DRESSED CALVES.

Prime.....	21 @22
Choice.....	@21
Good.....	18 @20
Medium.....	15 @17
Common.....	12 @15

DRESSED HOGS.

Hogs, heavy.....	@11½
Hogs, 180 lbs.....	@10½
Hogs, 160 lbs.....	@11½
Hogs, 140 lbs.....	@11½
Pigs, 80 lbs.....	@11½

DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	29 @30
Lambs, poor grade.....	24 @27
Sheep, choice.....	20 @22
Sheep, medium to good.....	17 @18
Sheep, culls.....	10 @11

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	18 @18½
Hams, 10@12 lbs. avg.....	18 @18½
Hams, 12@14 lbs. avg.....	18 @18½
Picnics, 4@6 lbs. avg.....	11½@12
Picnics, 6@8 lbs. avg.....	11½@12
Rollettes, 6@8 lbs. avg.....	13 @14
Beef tongue, light.....	30 @34
Beef tongue, heavy.....	35 @40
Bacon, boneless, Western.....	17 @18
Bacon, boneless, city.....	15 @16
Pickled bellies, 10@12 lbs. avg.....	13 @14

FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.....	@16
Fresh pork tenderloins.....	@50
Frozen pork loins, 10-12 lbs. avg.....	13 @14
Frozen pork tenderloins.....	40 @45
Shoulders, city, 10@12 lbs. avg.....	11 @12
Shoulders, Western, 10@12 lbs. avg.....	10 @11
Butts, boneless, Western.....	15 @16
Butts, regular, Western.....	14 @15
Fresh hams, city, 8@10 lbs. avg.....	18 @19
Fresh hams, Western, 10@12 lbs. avg.....	16 @17
Fresh picnic hams, Western, 6@8 lbs. avg.....	10 @11
Extra lean pork trimmings.....	12 @13
Regular pork trimmings, 50% lean.....	8 @9
Fresh spare ribs.....	10 @11
Raw leaf lard.....	13 @14

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	90.00@100.00
Black hoofs, per ton.....	40.00@ 50.00
Striped hoofs, per ton.....	40.00@ 50.00
White hoofs, per ton.....	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	@140.00
Horns, avg. 7½ oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@30c	a pound
Fresh steer tongues, L. C. trim'd.....	@35c	a pound
Calves, heads, scalded.....	@65c	a piece
Sweetbreads, veal.....	@75c	a pair
Sweetbreads, beef.....	@60c	a pound
Beef kidneys.....	@16c	a pound
Mutton kidneys.....	@8c	each
Livers, beef.....	@23c	a pound
Oxtails.....	@16c	each
Hearts, beef.....	@7c	a pound
Beef hanging tenders.....	@20c	a pound
Lamb fries.....	@10c	a pair

BUTCHER'S FAT.

Shop fat.....	@ 2½
Breast fat.....	@ 4
Edible suet.....	@ 5½
Cond. suet.....	@ 4½
Bones.....	@25

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	16	19
Pepper, Sing., black.....	11½	14½
Pepper, red.....	15	19
Allspice.....	6½	9½
Cinnamon.....	12	16
Coriander.....	10½	13½
Cloves.....	33	38
Ginger.....	21	24
Mace.....	68	71

CURING MATERIALS.

	Bags.	per lb.
In lots of less than 25 bbls.:	Bbls.	per lb.
Double refined saltpetre, granulated.....	6½	6½
Double refined saltpetre, small crystals.....	7½	7½
Double refined nitrate soda, granulated.....	4½	4½
Double refined nitrate soda, crystals.....	5½	5½
In 25 barrel lots:		
Double refined saltpetre, granulated.....	6½	6½
Double refined saltpetre, small crystals.....	7½	7½
Double refined nitrate soda, granulated.....	4½	4½
Double refined nitrate soda, crystals.....	5½	5
Carload lots:		
Double refined nitrate of soda, granulated 4½	4½	
Double refined nitrate of soda, crystals. 5	4½	

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up.
Prime No. 1 veals, 22	2.80	2.85	3.10	3.35	
Prime No. 2 veals, 20	2.40	2.60	2.85	3.70	
Buttermilk No. 1, 19	2.25	2.50	2.75		
Buttermilk No. 2, 17	2.05	2.25	2.50		
Branded, grubby, 14	1.65	1.85	2.10	2.50	
No. 3.....				At value	

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	28 @29
Western, 48 to 54 lbs. to dozen, lb.....	29 @30
Western, 43 to 47 lbs. to dozen, lb.....	28 @29
Western, 36 to 42 lbs. to dozen, lb.....	27 @28
Western, 30 to 35 lbs. to dozen, lb.....	25 @26
Fowls—Fresh—dry packed, corn fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	27 @28
Western, 48 to 54 lbs. to dozen, lb.....	28 @29

Western, 43 to 47 lbs. to dozen, lb.....	27 @28
Western, 36 to 42 lbs. to dozen, lb.....	26 @27
Western, 30 to 35 lbs. to dozen, lb.....	24 @25

Fowls—Fresh—dry packed, corn fed—barrels:

Western, dry packed, 5 lbs. and over, lb.26	@27
Western, dry packed, 4½ lbs. each, lb.27	@28
Western, dry packed, 3½ lbs. each, lb.25	@26
Western, dry packed, boxes, 3 lbs. and under.....	23 @25

Old Cocks—dry packed—boxes or bbls.

Western, dry picked, boxes.....	20 @22
Western, scalded, bbls.....	18 @21

Ducks—

Western, fancy, boxes.....	27 @28
Squabs—	
White, 12 lbs. to dozen, per dozen.....	10.00@10.50
White, 10 lbs. to dozen, per dozen.....	8.00@ 8.50
Culls, per doz.....	1.00@ 2.00

LIVE POULTRY.

Broilers, via express.....	@60
Old roosters, via freight.....	
Ducks, via express.....	31 @32
Turkeys, via express.....	30 @40
Geese, via express.....	20 @21
Pigeons, per pair, via freight or express.....	@60
Guineas, per pair, via freight or express.....	@70

BUTTER.

Creamery, extra (92 score).....	47½ @48
Creamery, firsts.....	46½ @47½
Creamery, seconds.....	43 @45
Creamery, lower grades.....	41 @42½

EGGS.

Fresh gathered, extra, per doz.....	26½ @28
Fresh gathered, extra firsts.....	25½ @26
Fresh gathered, firsts.....	24½ @25
Fresh gathered, checks, fair to choice dry.....	21½ @22½

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, f. o. b works, per 100 lbs.....	@ 2.95
Ammonium sulphate, double bags, per 100 lbs., f. a. n. New York.....	@ 2.95
Blood, dried, 15-16% per unit.....	@ 3.00
Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f. o. b. fish factory.....	nominal
Fish guano, foreign, 15@14% ammonia, 10% B. P. L.....	nominal
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory.....	3.75 and 50c
Soda Nitrate, in bags, 100 lbs., spot.....	2.53@ 2.55
Soda nitrate, in bags, futures.....	2.53@ 2.56
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	2.75 and 10c
Tankage, unground, 9-10% ammonia.....	2.50 and 10c
Phosphates.	
Bone meal, steamed, 3 and 50 bags per ton.....	@32.00
Bone meal, raw, 4½ and 50 bags per ton.....	@34.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%.....	@ 8.00
Potash.	
Kalnit, 12.4%, bulk, per ton.....	@ 7.22
Manure salt, 20%, bulk, per ton.....	@10.25
Muriate in bags, basis 80% per ton.....	@33.00
Sulphate, in bags, basis 80%, per ton.....	@44.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending March 13, 1924:

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

	7	8	10	11	12	13
Chicago.....	46½	47	47	46½	46½	47
New York.....	48	48½	48½	48½	48½	48½
Boston.....	49	49	49	49	49	49
Philadelphia.....	48	48½	48½	49	49	48

Wholesale prices of carlot—fresh centralized butter—90 score at Chicago:

46½-47 47 47 46½ 46½-47 47-47½

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—1924.	1923.
Chicago.....	49,822	51,173	33,243	602,323	517,847
New York.....	54,406	46,707	45,513	553,913	624,287
Boston.....	19,185	15,735	17,330	198,314	170,183
Philadelphia.....	11,947	18,280	11,228	173,572	158,890

Total.....135,450 131,895 107,464 1,521,622 1,470,986

Cold storage movement (lbs.), March 15:

	Into storage.	Out of storage.	On hand.	Cor. day of Mar. 15, week, 1923.
Chicago.....	5,768	23,315	894,064	1,485,741
New York.....	71,222	61,744	2,963,489	2,327,123
Boston.....	18,120	30,619	696,469	651,085
Philadelphia.....		7,030	431,213	404,218
Total.....	95,110	122,108	4,985,235	4,868,167

